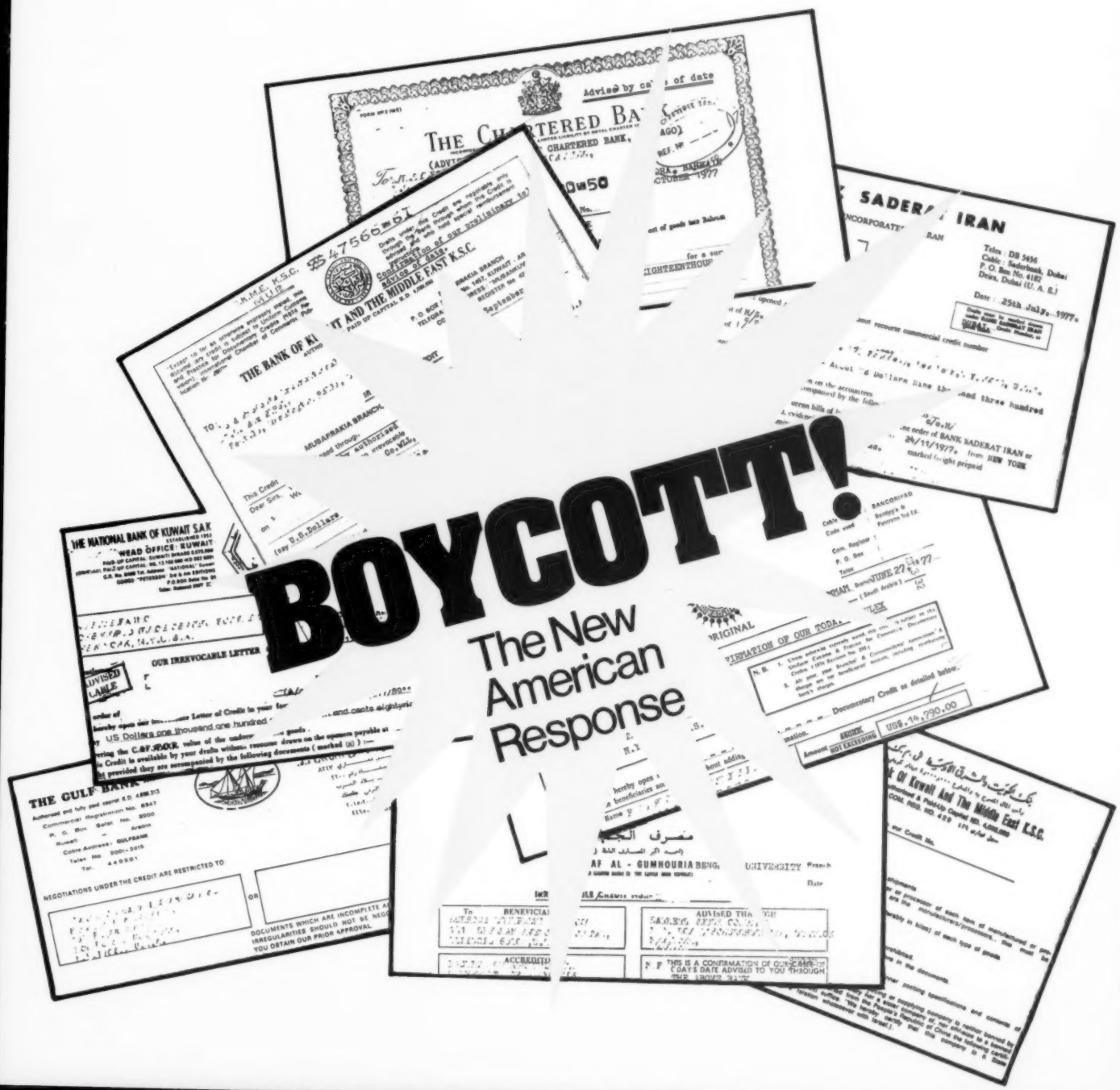
COMMERCE AMERICA

U.S. Department of Commerce / February 24, 1978



COMMERCE COMMENT

A Welcomed Assignment To Serve The Business Community

With this issue, responsibility for *Commerce America* moves to the Industry and Trade Administration from its former sponsorship in the Office of the Secretary. We welcome the assignment, and the reason for it: a recognition that the business community must be served with timely news that can be used directly to help plan and make sales, especially in international trade.

The move represents a kind of homecoming for *Commerce America*. Until 1970, the magazine was published by ITA's predecessor, the Domestic and International Business Administration, and was called *International Commerce*.

There could be no more appropriate time to focus anew on commercial relations with other nations. Our national interest demands it, as does the self-interest of the American business community.

For the first 200 years of our history, American ingenuity and enterprise combined to create the greatest market the world has ever known, a market based on that famous quartet of the modern economic world: mass production, mass distribution, mass demand and mass consumption. For the American entrepreneur and salesmen and women there was no reason to look beyond the seemingly endless boundaries of that lucrative domestic market.

Consequently, the United States has never concentrated its energies on exporting. While our superior technology and resources enabled us to maintain a favorable trade balance for most of our history, exports still are less than 7 percent of our Gross National Product, by far the lowest ratio of any major industrialized country. Moreover, as world trade grew by 900 percent during the past 20 years, the U.S. share of world exports of manufactured goods dropped from 30 percent to 20 percent.

In this decade, our lack of export consciousness has come to haunt us. Since 1970, we have had only two trade surplus years. The quintupling of foreign oil prices since 1973 has made our trade deficit a matter of serious concern; in 1977 the deficit was $27.6 billion, more than four times the previous record of 1976. We must increase our exports to maintain the value of the dollar and improve the nation's economic health.

We intend to make this magazine a practical tool to help American businesses exploit the world market—a market which offers vistas of wealth to this nation such as we can hardly comprehend. *Commerce America* will be expanding its down-to-earth coverage of international marketing information, trade opportunities, news of foreign buyers, and international financing. The magazine also will be covering major issues of international economic policy —framing a context in which business executives can make sound decisions. We will examine such matters as:

► Our aggressive drive to expand trading opportunities through the multilateral negotiations in Geneva and through bilateral negotiations with countries such as Japan;

► Our government's efforts to insure adequate and competitive export financing;

► Exchange rates and their impact on U.S. trade;

► Domestic policies that affect exports, including tax policy and the underbrush of regulations that can inhibit trade;

► Efforts within the Commerce Department to increase the effectiveness of our trade centers, trade missions, foreign buyer aid and other export promotion and marketing assistance programs;

► Efforts to make our domestic businesses more competitive and to adjust to the pressure of foreign competition;

► Efforts to support and enhance domestic R&D programs to continue the development of new products needed around the world;

► Efforts to bring more jobs to our cities and those places where jobs are affected by foreign competition.

While our focus will be on news of practical value to exporters and would-be exporters, we do not intend to ignore domestic economic developments. We will keep track of the health of basic industries, of imports, and of general economic trends.

Since this is a government publication, it is, in a sense, owned by its readers. For that reason, and because we think it would be of benefit to all readers, we will open *Commerce America's* pages to its subscribers, in the feature and news departments of the magazine. We want to hear what businesses have on their minds. How have you achieved export success? Has government helped or hindered?

We think we will have an exciting magazine. In the weeks to come you will see significant changes, culminating later this spring in an attractively redesigned magazine. We have no intent to duplicate what commercial publications already are doing, but we think it is our responsibility to deliver to the American business community the wealth of information being generated daily in the Industry and Trade Administration.

FRANK A. WEIL

COMMERCE AMERICA

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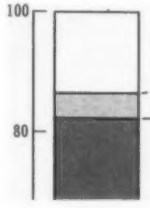

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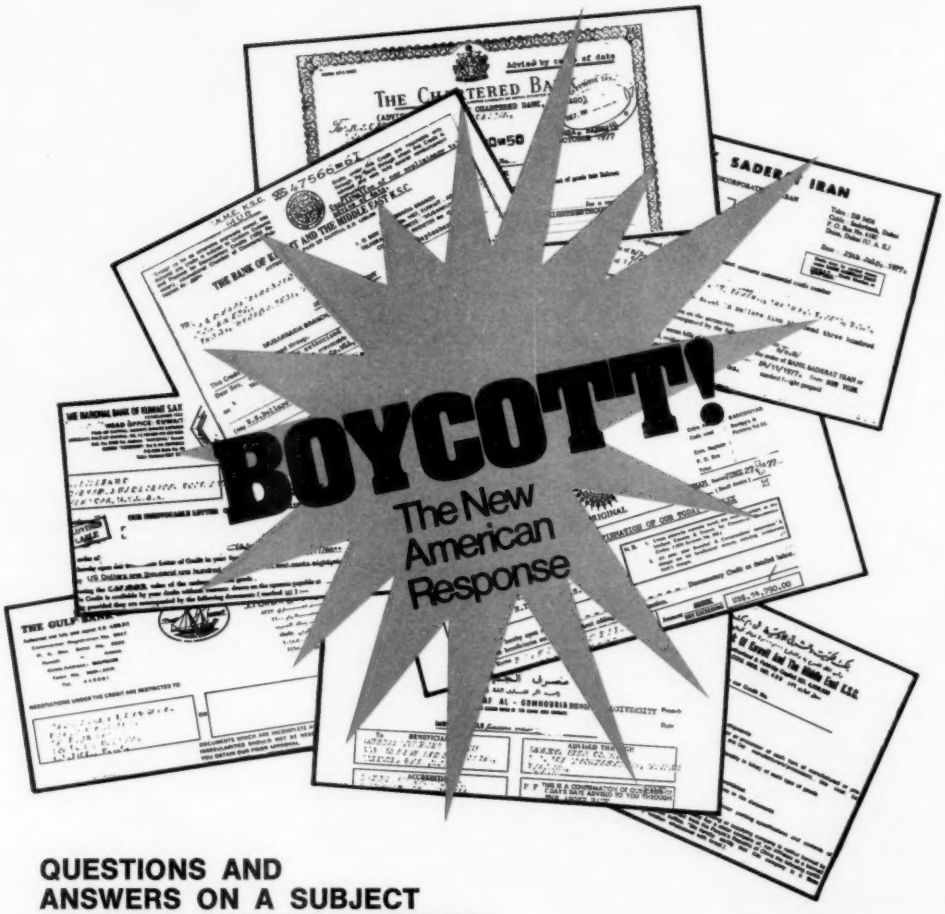


QUESTIONS AND ANSWERS ON A SUBJECT OF PRIME BUSINESS INTEREST

After more than two years of intense, emotional and sometimes bitter debate, Congress passed and President Carter signed new legislation last summer restricting U.S. companies from cooperating in the Arab League nations' boycott of Israel. At that point the pressures swirling about the issue switched to the executive branch, as it prepared regulations to implement the new law. An important milestone was passed on Jan. 18, when final regulations were issued.

Stanley J. Marcuss has lived with the boycott controversy. As counsel for the International Finance Subcommittee of the Senate Committee on Banking, Housing and Urban Affairs from 1973 to 1977, he helped draft the legislation. Last May he came to Commerce where, as Deputy Assistant Secretary for Trade Regulation, he has had responsibility for preparing and administering the anti-boycott regulations. Commerce America *editors, aware of the interests of its subscribers in this issue, asked him the following questions (a practical guide to the anti-boycott regulations is on page 6):*

The boycott: how it works

QUESTION: The Arab nations have had a boycott against Israel in effect since 1946. Why has it become such a problem for the United States only recently?

MARCUSS: Well, in large part it is a consequence of the increased economic power of the Arab countries, resulting from the quintupling of oil prices since 1973. The oil embargo dramatically demonstrated Arab willingness and ability to use economic power for political purposes. And with the oil price increase, the major Arab oil producers suddenly acquired an unprecedented economic presence in the world economy. Companies vied with each other to participate in the new business which the dramatic accumulation of Arab wealth promised.

As a consequence, the Arabs' ability to enforce the boycott against Israel was substantially enhanced by their increased power to require that U.S. companies which wished to trade with them help enforce the boycott by refusing to do business both with Israel and with blacklisted companies. This is what led to the increased intrusion of the Arab boycott into U.S. commerce.

QUESTION: How do the Arabs attempt to force U.S. companies to discriminate against other U.S. companies or against Israel in the course of doing business with their nations?

MARCUSS: Well, there are two major mechanisms. One is a requirement that any U.S. company which wishes to do business with a boycotting country refuse to do business with blacklisted firms—whether American or others—and also refuse to do business with Israel.

Second, they often require that anyone who wishes to do business with them supply information about their business dealings with blacklisted firms or with

boycotted countries for purposes of using that information to help enforce the boycott.

If, for example, the Arabs discover through boycott questionnaires or other information sources that a U.S. company has plants in Israel or is providing economic assistance of one kind or another to Israel, or is doing business with companies which the Arabs blacklist, then the American firm may find itself ineligible to do business with the Arabs. Those are the two principal mechanisms.

In addition, if a U.S. company refuses to answer a boycott questionnaire, that in itself may result in the company being blacklisted and therefore ineligible to do business with boycotting Arab countries.

QUESTION: Are companies blacklisted simply because they have a substantial Jewish ownership or management, regardless of whether they are doing business with Israel?

MARCUSS: As far as we know, that is not a widespread practice, although it appears that it does occur from time to time. When such discrimination does occur, it is, of course, particularly offensive.

The new regulations

QUESTION: What is the philosophy of the new law and the new regulations? What is the U.S. trying to accomplish?

MARCUSS: The basic philosophy is that no American company should be forced to implement or help enforce someone else's boycott. The U.S. has the right and indeed, the responsibility, to protect its own citizens against discrimination by other citizens of this country who are complying with the dictates or the foreign policy of a foreign government. But the law also recognizes the right of one country to conduct a boycott against another. Where it does draw the line is at the point where the foreign country attempts to enlist American citizens in the implementation and enforcement of that boycott.

QUESTION: What is new and different in the current anti-boycott regulations, compared to those in effect previously?

MARCUSS: The previous anti-boycott statute contained little more than a statement of U.S. Government policy, a statement that it was the policy of the United States Government to oppose boycotts enforced by foreign countries against countries friendly to the United States and to discourage American firms from complying with such foreign boycotts. Beyond that, there were very few constraints, except for a regulation which prohibited complying with discrimination on the basis of race, religion or national origin.

The new legislation establishes a whole series of detailed prohibitions. It sets forth a series of actions which U.S. companies may not take if they are taken with intent to comply with foreign boycotts. Let me run through the major ones.

The first, and among the most important, is the general prohibition against refusing to do business with anybody in order to comply with a foreign boycott. In other words, under this new legislation, no U.S. company can refuse to do business with someone because a boycotting country demands it.

Second, the law explicitly prohibits discrimination against U.S. citizens on the basis of race, religion, sex, or national origin where such discrimination occurs in order to comply with a foreign boycott.

Third, the legislation prohibits the furnishing of certain kinds of information about one's dealings with blacklisted firms or about one's dealings with boycotted countries where that information is sought for purposes of boycott enforcement.

Fourth, the statute prohibits implementation of letters of credit which contain illegal boycott conditions.

There are other prohibitions, but these are the main ones.

Now, all of these prohibitions are subject to a number of exceptions. Let me mention these very briefly.

The first is a general exception for U.S. companies that are resident in, or have permanent operations in, a boycotting country. These resident companies are permitted to comply with laws of that country, including those which restrict the import of goods manufactured in a boycotted country. That exception recognizes the right of any country to conduct a primary boycott against another. In other words, the statute does not require a U.S. company to insist upon importing Israeli goods into the Arab world.

Second, the statute permits compliance with certain import and shipping document requirements of a boycotting country. The principal one is a requirement that the exporter certify the origin of the goods, the identity of the supplier, and the identity of the carrier or insurance company involved in the transaction.

That exception has one very important limitation. After June 21 of this year, no negative certifications may be supplied except with respect to carriers and routes of shipment. In other words, after June 21 of this year it will not be permissible to certify that goods were not made in Israel. However, it will be permissible to certify that they were made in the U.S., for example, even where that certification is sought for boycotting purposes. And it will be permissible to certify that the carrier will not stop at an Israeli port en route.

The third major exception is an exception for what is called a "unilateral selection" by the boycotting country client or customer. Under that exception a U.S. company which receives an order for specifically identifiable goods, or an order for services to be performed within a boycotting country, may comply with that order, even where he knows that the order is boycott-based, so long as the other person, the client or customer, makes the choice himself, and specifically identifies who he wants to participate in the transaction.

Let me give you an example of how that works:

If your client or your customer in Saudi Arabia, for example, says, "I will buy your tractors if you put tires on them made by ABC Company," you may comply with that requirement, even though you know that the ABC Company was chosen because some alternative company which you might have used was blacklisted.

On the other hand, if the customer says, "I will buy your tractors as long as you exclude all blacklisted firms from supplying tires," you may not comply.

The difference is that in the first case, the client or customer has specifically identified who he wants to supply the tires, and therefore he has assumed the burden of choice. In the second case, he is imposing upon the American company the responsibility for enforcing the boycott by making him exclude blacklisted persons from the transaction.

The basic philosophy is that no American company should be forced to implement someone else's boycott.

Pressures and tradeoffs

QUESTION: What kind of pressures did you encounter in drafting the legislation, and what tradeoffs did you attempt to make?

MARCUSS: Well, the pressures came from both the business community and the Jewish community, as well as from members of Congress. Senator Stevenson, who originated this legislation in the Senate, was deeply concerned about the intrusion of any foreign boycott into U.S. commerce and the effect such intrusion might have on denying Americans the opportunity to participate in business transactions throughout the world without fear of being discriminated against by their fellow citizens because of the policies of a foreign government.

By the way, it should be emphasized that this law applies to all foreign boycotts against countries friendly to us, not just the Arab boycott of Israel.

The American Jewish community was concerned about the impact of the boycott on Israel, its potential for effecting discrimination against Americans on the basis of race, religion or national origin, and its adverse impact on American businesses which choose to do business in Israel.

The business community reflected a wide diversity of views. Some opposed any legislation at all, while others recognized the need to protect American businessmen from being deprived of Arab business opportunities by other American businessmen who might comply with boycott demands. That segment of the business community worked to help achieve legislation which was reasonable, moderate, effective, and workable. Indeed, in the closing days of the legislative process, the Business Roundtable which, as you know, represents a substantial segment of the American business community, and a number of Jewish service organizations got together and agreed upon a set of principles and, in some instances, actually negotiated specific statutory language which was eventually adopted by Congress. It was that cooperative effort which finally paved the way for the enactment of the legislation in a spirit of harmony and good will. It helped to minimize, although it did not eliminate, the potential for serious divisiveness on this issue.

This law applies to all foreign boycotts against countries friendly to the United States, not just the Arab boycott of Israel.

As far as the tradeoffs are concerned, the major concern was finding a way to balance the legitimate U.S. interest in regulating its own commerce and controlling its own internal affairs and the possibility that in doing so it might also intrude into the sovereign rights of other countries.

By its very nature, this legislation inevitably has extraterritorial impact. By attempting to regulate the activities of American businessmen abroad, it inevitably affects the internal affairs of other countries. The goal was to delineate that fine line between the legitimate U.S. interest in regulating its own commerce and the legitimate interest of other countries, including the Arab countries, in regulating their own commerce and conducting their own political affairs without interference from abroad.

It was clearly recognized by most members of Congress that here was a potential for loss of trade if this legislation were passed. And it was agreed, generally, that if lost trade were one of the consequences, then that was a price that we should be prepared to pay. However, the moderate forces worked hard to find a way to maximize the legislation's impact on the boycott's intrusion on American interests while minimizing its impact on trade.

QUESTION: How is it to be on the other side of the fence, now—in the executive branch? Were the pressures the same?

MARCUSS: As far as being on the other side of the fence is concerned, the difference, of course, is between establishing policy and implementing it. And implementing policy involves attention to substantially greater detail and many more practical problems, which the legislation cannot possibly address.

As soon as the legislation was enacted the pressures that were brought to bear on Congress during the legislative debate were transferred to the executive branch. During the comment periods that we had on the regulations as they were being developed, we receive thousands of pages of comments. Each party sought to advance its own point of view, naturally, and many, if not most, of the arguments made during the legislative phase were made again during the regulation-writing phase. In some respects the pressures were more intense because we were down to the final wire and were developing rules which would direct and intimately affect the interests of both sides.

Reaction abroad

QUESTION: You traveled last fall to a number of Arab nations and discussed the anti-boycott law and regulations. What reaction did you get?

MARCUSS: Well, generally speaking, their reaction depended very much on their understanding of the legislation and its purposes. In the course of our discussions with various Arab leaders, we found that there was a great deal of misunderstanding about the purpose of this legislation. We also found, when we explained its purposes, and when we explained that the legislation was not intended to intrude upon their sovereignty or interfere with their right to conduct a boycott directly against other countries, that they by and large understood and appreciated that. They didn't agree with it, understandably. But my impression is that by and large, with some exceptions, there is a general recognition that this law and these regulations fairly reflect legitimate interests of the United States without interfering unduly with the legitimate rights of other countries.

That is not to say there will not be problems, that there will not be conflicts between our policy and their laws. There will be. But the purpose of the exceptions which the statute contains was to minimize those conflicts as much as possible consistent with the aims and principles which the statute embodies.

Effect on companies, states

QUESTION: How many reports of requests for compliance with the boycott is the Commerce Department receiving? What is the volume of trade involved?

MARCUSS: We are presently receiving reports at an annual rate of between 70,000 and 80,000, a substantial drop from a year ago. We attribute the drop to pressure from U.S. exporters and banks on the Arab countries to relax restrictions and to the Arabs' own anticipation of the new law and the regulations. Trade with the Arab nations is running between $7 and $8 billion a year, and most of the transactions have been subject to requests for compliance with boycott restrictions.

QUESTION: We now have a uniform Federal law that preempts some of the anti-boycott efforts of various states. What was the situation there?

MARCUSS: Prior to enactment of the law, there was substantial evidence of a shift of business away from states with anti-boycott laws. For example, there was evidence of a shift of business from New York, which was among the first to have its own boycott law, to Baltimore. And when Maryland enacted its anti-boycott law, there was evidence of business moving from the port of Baltimore to Houston. And when California developed its anti-boycott statute, a number of shipments which otherwise would have gone out of Los Angeles were shipped out of the port of Houston. By preempting state laws, the new Federal law will prevent these shifts from one port to another to escape the application of boycott laws.

QUESTION: Do these regulations apply to boycotts other than the Arab-Israeli boycott?

MARCUSS: Yes, they do. And that is a point that the international business community must bear in mind. The statute applies to any boycott imposed by one country against a country friendly to the U.S. And there are numerous boycotts in effect throughout the world. An American businessman who encounters one must determine whether he is required to take action which is inconsistent with this law. There could be problems, for example, with the Nigerian boycott of South Africa, the Indian boycott of Pakistan, and the mutual boycott between the People's Republic of China and Taiwan.

QUESTION: Do our major trading partners and major competitor nations have anti-boycott laws?

MARCUSS: A few other countries impose restraints but they are relatively mild. Canada and France are two examples, but no country has regulations that are anywhere near as stringent as those contained in this law. The development of a common policy with the United States would help minimize any adverse trade consequences for the United States.

QUESTION: The United States itself engages in economic boycotts of other nations. How can this be reconciled with the new anti-boycott policy?

MARCUSS: Our boycotts are fundamentally different from the Arab boycott of Israel. We do restrict the shipment of American products to the Soviet Union, Eastern Europe, the People's Republic of China, and Rhodesia, for example. But we do not restrict foreign companies which happen to trade with Rhodesia or with Cuba or with any other country which we boycott from doing business in the United States. For example, if a British company sells goods to Cuba, despite our boycott, it is still eligible to do business in the United States. Whereas American companies which have, say, plants in Israel and other American companies which have business relationships with such companies, are generally banned from doing business with the Arabs altogether. And that is the fundamental difference between a primary boycott and one with secondary and tertiary dimensions.

QUESTION: What do you see as the impact on trade of these new regulations?

MARCUSS: No one can say with any degree of certainty what the actual impact on trade will be. It depends very much on the willingness and the ability of the various Arab states to make adjustments in their boycott practices.

And it also depends upon the willingness and the ability of American companies to attempt to negotiate changes in Arab boycott practices.

By preempting state laws, the new Federal law will prevent shifts from one port to another to escape the application of boycott laws.

COMMERCE SPOKESMAN—In this interview and in many personal appearances before business groups in cities across the country, Deputy Assistant Secretary of Commerce Stanley J. Marcuss has reviewed and explained the new Federal anti-boycott provisions.

A Guide To The Anti-Boycott Regulations

The final regulations implementing Title II of the Export Administration Amendments of 1977 were issued on Jan. 18 and became effective on that date.

To whom do the regulations apply?

They were published in the Jan. 25 *Federal Register* (43 Fed. Reg 3508).

They apply to all U.S. persons (including controlled foreign subsidiaries and affiliates of U.S. concerns) with respect to their activities in the interstate or foreign commerce of the United States.

What is an activity in U.S. commerce?

For firms located in the United States, virtually any business transaction in which they engage in the United States is in U.S. commerce and, therefore, subject to the law.

For controlled foreign subsidiaries and affiliates of U.S. firms, any acquisition of goods or services from the United States is in U.S. commerce and, therefore, subject to the law. When they enter into transactions with foreign customers, generally speaking, those transactions are in U.S. commerce and subject to the law when the subsidiary or affiliate acquires goods or services from the United States in order to complete the transaction with its foreign customer.

There are two corollaries to this rule: 1) If the only things the foreign subsidiary acquires from the United States in order to complete a transaction with its foreign customer are so-called "ancillary services," then the transaction with the foreign customer is not in U.S. commerce; 2) If all the foreign subsidiary is doing is acquiring goods from the U.S. in order to sell them as is to its foreign customer (e.g., a distributor or wholesaler), then the sales of those goods to foreign customers is in U.S. commerce even though they were not ordered for the specific purpose of filling a foreign customer's order.

What is a "controlled" foreign subsidiary?

Generally speaking, a U.S. firm's foreign subsidiary is presumed to be controlled by its parent where the parent owns 25 percent or more of the subsidiary's voting securities and is the single largest shareholder or the parent has the authority to appoint either a majority of the subsidiary's board of directors or its chief operating officer. These presumptions may be rebutted by evidence showing that despite these factors, control is, nonetheless, absent.

What are "ancillary services?"

Ancillary services are services provided primarily to the foreign subsidiary rather than to the subsidiary's customer. They typically would include things like general legal, accounting, financial, or transportation services.

Are there special rules for a bank's implementation of letters of credit?

Yes. The law does not apply unless the beneficiary of the letter of credit is a U.S. person and the U.S. person is engaged in an activity in U.S. commerce. The regulations establish presumptions which help in determining whether the beneficiary is a U.S. person and whether his activity is in U.S. commerce, and they are slightly different for U.S. banks located abroad than for U.S. banks located in the United States.

What are the most important prohibitions under the new law?

The new law contains six basic prohibitions. While all are important, the four most important are general prohibitions on doing or agreeing to do the following with intent to comply with a foreign boycott:

1) Refusing to do business with anyone.

2) Discriminating against any U.S. person on the basis of race, religion, sex, national origin.

3) Furnishing information about past, present, or future business relationships with boycotted countries or blacklisted persons.

4) Implementing a letter of credit which contains any boycott condition with which the beneficiary may not legally comply.

Are there any exceptions to these prohibitions?

Yes. The prohibitions are subject to exceptions for the following:

a) Compliance with prohibitions on the import of goods or services from the boycotted country.

b) Compliance with prohibitions on the shipment of goods to the boycotting country on a carrier of the boycotted country or by a route other than that prescribed by the recipient of the shipment.

c) Compliance with import and shipping document requirements with respect to country of origin, the name of the carrier, the route of shipment, the name of the supplier of the shipment and the name of the supplier of other services. However, after June 21, 1978, no information furnished in response to such requirements may be stated in negative, blacklisting, or similar exclusionary terms. The only exception is for information with respect to carriers or routes of shipment. These may be stated in negative terms in order to comply with requirements intended to protect the buyer against war risks or confiscation.

d) Compliance with unilateral and specific selections made by boycotting country residents of 1) carriers, 2) insurers, 3) suppliers of services a significant part of which is necessarily and customarily performed within the boycotting country, or 4) suppliers of goods which are specifically identifiable by source upon importation into the boycotting country.

e) Compliance with export requirements of a boycotting country prohibiting shipment of exports from the boycotting country to a boycotted country.

f) Compliance by an individual with the immigration, passport, visa, or employment requirements of a boycotting country.

g) Compliance by a U.S. person resident in the boycotting country with the laws of that country with respect to his activities exclusively within that country and with respect to the importation of specifically identifiable products for his own use. Products are for "his own use" when 1) they are to remain in the U.S. person's possession; 2) they are to be manufactured into another product, or 3) they are to be incorporated into, or permanently affixed as a functional part of, a project to be constructed for another.

What about contracts entered into before the new regulations became effective on Jan. 18?

There is a grace period until Dec. 31, 1978, for agreements entered into on or before May 16, 1977. This grace period may be extended on a case-by-case basis for up to one year where good faith efforts are being made to renegotiate the agreement to eliminate prohibited conditions.

What are the penalties?

Knowing violations of the regulations are subject to a fine of up to $25,000 or imprisonment up to one year, or both. Subsequent violations are subject to a fine up to three times the value of the exports involved or $50,000, whichever is greater, or imprisonment up to five years, or both. Any violation is subject to a $10,000 civil penalty and suspension or revocation of the authority to export.

How can I get help in determining how the law affects my business?

The Department has and will continue to carry on an extensive public education effort. The regulations themselves contain numerous practical examples of how the law applies. In addition, the Department will soon have a procedure to provide formal interpretations of how the law applies to cases of general interest.

MAJOR JAPANESE BUYING MISSION COMING TO U.S.; WILL VISIT 18 CITIES

A high-level Japanese buying mission organized by Japan's Ministry of International Trade and Industry will tour the United States for two weeks starting March 2 to encourage U.S. exports to Japan.

The mission will be composed of 75 representatives of Japanese trading companies, manufacturing firms, chain stores, department stores, utility companies and government agencies.

They will fan out to 13 industrial and commercial centers across the United States to meet with U.S. manufacturers and suppliers interested in doing business in Japan.

"We believe this mission is a clear indication that Japan intends to fulfill import expansion commitments made to the President's Special Trade Representative, Robert Strauss, during negotiations concluded last month in Tokyo," said Frank A. Weil, Assistant Secretary of Commerce for Industry and Trade.

The recently-established U.S.-Japan Trade Facilitation Committee, now at work in both countries increasing access for U.S. exports to Japan, is receiving reports from U.S. firms on obstacles to marketing in Japan. Any firm experiencing such difficulties is asked to call: Trade Facilitation Committee, Industry & Trade Administration, on 202-377-5620.

An article summarizing current economic conditions in Japan is on pages 23-24 of this issue.

The mission will be led by Yoshizo Ikeda, President of Mitsui and Co.; Shigeru Okada, President of Mitsukoshi Department Stores, and Toshihiro Tomabechi, Managing Director of Mitsubishi Corp.

Mission members will arrive in San Francisco March 2 and spend three days there as a group. They then will divide into two subgroups for visits to Atlanta, Chicago, Cleveland, Dallas, High Point, N.C., Los Angeles, Milwaukee, Minneapolis, Newark, New York, Pittsburgh, and Washington, D.C.

A subgroup to consist of spokesmen on U.S.-Japan trade policy issues will take part in "Marketing in Japan" seminars jointly sponsored by the Commerce Department and the Japan External Trade Organization.

The spokesmen's group will meet with regional, state and local business, labor and government leaders in seven cities. The group's schedule is as follows:

San Francisco, March 2-7; Atlanta, March 7-8; Chicago, March 8-10; Cleveland, March 10-12; Washington, D.C., March 12-14; New York, March 14-16, and Los Angeles, March 16-17.

Members of the purchasing group will visit 13 cities, according to the following schedules for each of the five sub-sections of the group:

Power Generation — San Francisco, March 2-5; Los Angeles, March 5-8; Milwaukee, March 8-11; Washington, D.C., March 11-14; Pittsburgh, March 14-16, and Los Angeles, March 16-18.

Machinery—San Francisco, March 2-5; Newark, March 5-8; Cleveland, March 8-11; Chicago, March 11-16; and Los Angeles, March 16-18.

Fashion and leisure goods—San Francisco, March 2-5; Atlanta, March 5-8; Chicago, March 8-11; New York, March 11-14; Dallas, March 14-16, and Los Angeles, March 16-18.

Processed foods, wine and spirits—San Francisco, March 2-5; Minneapolis, March 5-8; Chicago, March 7-11; New York, March 11-14; Dallas, March 14-16, and Los Angeles, March 16-18.

Housewares—San Francisco, March 2-5; High Point, N.C., March 6-8; Chicago, March 8-11; New York, March 11-14; Dallas, March 14-16, and Los Angeles, March 16-18.

U.S. business executives wishing to meet mission members may obtain additional information from Commerce Department district offices in areas the mission and its subgroups will visit. Details also are available from Irwin Nathanson, Room 1008, Industry and Trade Administration, U.S. Department of Commerce, Washington, D.C. 20230, telephone 202-377-4390.

Embargo On Some Exports To South Africa Announced

The Commerce Department imposed an embargo, effective Feb. 16, on exports or reexports of all U.S. goods and unpublished technical data for use directly or indirectly by the police and military of the Republic of South Africa and its protectorate, Namibia. The embargo was undertaken to pursue U.S. human rights objectives and to strengthen United Nations Security Council resolutions regarding exports of arms and munitions to the Republic of South Africa.

Exports of arms and munitions to South Africa have been banned since 1963. The new embargo will extend to many other products, including trucks and communications equipment, as well as unpublished data and their products. Before Feb. 16, most of these products and data could be exported under a general license, meaning that specific approval of the Department was not required. Under the new embargo, exporters must obtain a validated license specifying which products or data are to be exported that would directly or indirectly go to police or military forces, and it will be U.S. policy to deny such licenses.

NEW BENCHMARK SURVEY WILL UPDATE FIGURES ON INVESTMENT ABROAD

A benchmark survey of U.S. direct investment abroad for the year 1977, updating the last such survey taken more than a decade ago, has been begun by the Commerce Department's Bureau of Economic Analysis.

The last benchmark survey was conducted for 1966, when the U.S. direct investment position abroad was found to be $51.8 billion. The current benchmark survey will provide a check on the accuracy of the Bureau's estimates of the U.S. direct investment position abroad for more recent periods. The most recent estimate is $137.2 billion at the end of 1976.

The benchmark survey will provide data by industry and country on the value of the U.S. direct investment position abroad, transactions between the U.S. owners and their foreign affiliates entering the U.S. balance of payments, the U.S. owner's share of foreign affiliate earnings, and the portion of that share reinvested in foreign affiliates.

In addition, it will provide comprehensive operating and financial data, in summary form, for both foreign affiliates and U.S. owners covering balance sheets, income statements, sources and applications of funds, employment and employee compensation, trade, capital expenditures, and technology transfer.

The Bureau estimates it will receive survey reports on 5,000 U.S. enterprises, primarily corporations, and their 40,000 foreign affiliates.

U.S. businesses, individuals, trusts, and other legal entities that owned or controlled a direct interest of 10 percent or more in a foreign business enterprise at any time during the year ending Dec. 31, 1977 must file a report. Real estate abroad held for business purposes is considered a business enterprise.

The Bureau recently mailed survey questionnaires to 7,500 businesses and other persons that it believes had foreign investments in 1977. A person not receiving a questionnaire who owned or controlled 10 percent or more of a foreign business enterprise in 1977, should contact the International Investment Division, Bureau of Economic Analysis BE-50/SSB, U.S. Department of Commerce, Washington, D.C. 20230, telephone: 202-523-0632.

The filing of reports for this survey is mandatory under the International Investment Survey Act of 1976. Filing deadlines are: May 31, for those with fewer than 20 reportable foreign affiliates; June 30, for those with from 20 to 99 reportable foreign affiliates; and July 31, for those with 100 or more.

U.S. Proportion Of Imports Into Many Nations Declines

NEW QUARTERLY REPORT REFLECTS MODERATING WORLD TRADE EXPANSION AS ECONOMIC GROWTH SLOWS

U.S. import shares rose in less than one-third of the trading nations which have provided some 1977 data. Although most foreign nations increased the value of their imports from the United States, still greater rates of purchases from other sources resulted in U.S. share declines in the majority of world markets, as shown in the accompanying table.

World import volume grew modestly in the first half of 1977 relative to the 1976 pace, and has apparently grown even more slowly during the second half of 1977. Among the major trading nations, economic growth moderated in 1977 and thus tended to slow the rate of increased demand for imported goods. The industrialized nations' purchases of OPEC oil increased at a slower rate in 1977 than in the previous year. Concurrently, the pace of imports of developing countries from industrialized nations also decelerated.

Import prices of both manufactured and non-manufactured goods advanced less rapidly in the first half of 1977 than in the last half of 1976, despite large increases for certain spot commodity prices, such as coffee, in early 1977. In the second half, trade prices appear to have been rising at an even slower rate.

Among the top ten trading nations, the U.S. share increased in Sweden, the United Kingdom and Canada, and was unchanged in the Federal Republic of Germany and in Belgium-Luxembourg. All of the major traders except Spain increased the value of their shipments from the United States.

In the Federal Republic of Germany, the second-largest trading nation in the Western world, demand was strong for goods from the United States and other countries, as the deutsche mark appreciated strongly against most major currencies. Increases in U.S. arrivals in Germany were paced by corn, edible fats and oils, and aircraft, while only U.S. sales of defense items declined by a significant margin. In Belgium-Luxembourg, corn shipments led the U.S. increases but arrivals of American coal, animal feedstuff, and aircraft dropped substantially.

The large increase in U.K. imports from the United States was partly attributable to greater shipments of corn, office machines and aircraft. In Canada, new automobiles and motor vehicle parts accounted for over 60 percent of the modest increase in value of imported goods from the U.S.

While the value of U.S. arrivals into Japan, France, Italy and the Netherlands increased in the latest 12-month period for which data are available, their purchases from other sources increased more rapidly, with the result that the U.S. market share declined in each of these major trading nations. The rate of increase in demand for U.S. products in Japan and France was much lower than that recorded for the Netherlands and Italy. Declines in Japanese purchases of U.S. meat, mineral fuels, coal and aircraft partially offset strong increases in demand for soybeans, cotton and office machinery. Rising French demand for U.S. soybeans along with aircraft, office machines, motor vehicles and meat more than compensated for decreased entries of animal feed, coal and mining and construction equipment.

The value of Italian imports from the United States grew by 9 percent as many of the commodity categories were in greater demand relative to the previous 12-month period. Sales of corn, oilseeds and aircraft were particularly robust. Demand in the Netherlands for U.S. goods rose even more strongly than in Italy, as purchases of animal feedstuffs, iron and steel and office machinery paced the 15 percent increase in the total value of U.S.

World Market Report

The 50 markets shown below accounted for 91% of total imports into all free-world markets and 90% of imports from the United States in 1976

Values in millions of dollars — Published quarterly

Importing country	1976 Imports			1977 Imports January through latest month				Import change in latest 12 months*	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %
Germany, Fed Rep.	87,570	6,968	8.0	Nov.	91,572	6,619	7.2	+ 17	+ 16
Japan	64,893	11,864	18.3	Dec.	71,269	12,450	17.5	+ 10	+ 5
France	64,391	4,721	7.3	Nov.	64,098	4,471	7.0	+ 12	+ 4
United Kingdom	55,983	5,485	9.8	Dec.	63,676	6,443	10.1	+ 14	+ 17
Italy	43,418	3,407	7.8	Sept.	34,158	2,470	7.2	+ 12	+ 9
Canada	40,635	26,890	66.2	Dec.	42,306	28,654	67.7	+ 4	+ 7
Netherlands	39,589	3,612	9.1	Sept.	33,846	2,993	8.8	+ 24	+ 15
Belgium-Luxembourg	35,392	2,172	6.1	Sept.	29,182	1,801	6.2	+ 17	+ 16
Sweden	19,332	1,296	6.7	Sept.	14,736	1,088	7.4	+ 14	+ 20
Spain	17,401	2,483	14.8	Oct.	14,832	1,794	12.1	+ 10	— 9
Switzerland	14,766	971	6.6	Nov.	16,233	1,093	6.7	+ 23	+ 20
Brazil	13,726	3,077	22.4	Nov.	12,249	2,352	19.2	+ 1	— 22
Iran	12,892	2,133	16.5	Mar.	3,716	571	15.4	+ 11	— 13
Australia	12,442	2,555	20.5	Sept.	10,333	2,149	20.8	+ 15	+ 13
Denmark	12,419	639	5.1	Nov.	12,076	695	5.8	+ 8	+ 20
Austria	11,523	345	3.0	Nov.	12,908	379	2.9	+ 26	+ 27
Norway	11,109	718	6.5	Sept.	9,542	553	5.8	+ 25	+ 4
Singapore	9,070	1,198	13.2	Nov.	9,496	1,205	12.7	+ 16	+ 11
Hong Kong	8,880	1,086	12.2	Oct.	8,466	1,076	12.7	+ 15	+ 23
Saudi Arabia	8,880	1,603	18.1	.....	.....	.....	.....	+111	+122
Korea, Rep. of	8,774	1,963	22.4	Oct.	8,726	2,027	23.2	+ 21	+ 26
Nigeria	7,911	864	10.9	June	5,186	592	11.4	+ 29	+ 49
Taiwan	7,609	1,801	23.7	Oct.	6,882	1,654	24.0	+ 14	+ 14
Finland	7,422	384	5.2	Nov.	6,803	339	5.0	+ 6	— 1
Yugoslavia	7,367	370	5.0	Nov.	8,593	501	5.8	+ 30	+ 45
South Africa	7,277	1,572	21.6	Aug.	4,232	855	20.2	— 15	— 13
Venezuela	7,218	2,943	40.8	June	4,221	1,440	34.1	[1]+ 21	[1]+ 4
Greece	6,057	411	6.8	July	3,849	187	4.9	+ 26	+ 14
Mexico	6,030	3,765	62.4	July	2,861	1,756	61.4	— 20	— 21
Indonesia	5,673	988	17.4	Sept.	4,372	591	13.5	+ 19	+ 5
India	5,313	1,334	25.2	Mar.	1,301	220	16.9	— 13	— 21
Turkey	5,129	438	8.5	Nov.	5,218	426	8.2	+ 13	+ 19
Portugal	4,212	380	9.0	Sept.	3,558	335	9.4	+ 34	+ 34
Ireland	4,192	355	8.5	Nov.	4,921	448	9.1	+ 27	+ 37
Israel	4,124	892	21.6	Oct.	3,872	816	21.1	+ 14	+ 4
Philippines	3,953	849	21.5	Oct.	3,520	695	19.8	+ 9	+ [2]
Thailand	3,585	477	13.3	Apr.	1,386	199	14.4	+ 14	+ 9
Iraq	3,461	183	5.7	June	1,372	53	3.9	— 9	— 43
United Arab Emirates	3,420	459	13.4	.....	.....	.....	.....	+ 32	+ 23
Malaysia, West	3,352	406	12.1	Sept.	2,902	349	12.0	+ 18	+ 12
Kuwait	3,328	471	14.2	.....	.....	.....	.....	+ 39	+ 9
New Zealand	3,255	456	14.0	Sept.	2,576	351	13.6	+ 6	— 1
Argentina	3,032	537	17.7	May	1,565	304	19.4	+ 11	+ 7
Morocco	2,618	223	8.5	Aug.	2,097	109	5.2	+ 13	— [2]
Pakistan	2,134	418	19.6	Oct.	2,022	257	12.7	+ 16	— 16
Trinidad and Tobago	1,982	388	19.6	June	948	201	21.2	+ 2	+ 1
Bahrain	1,664	145	8.7	Sept.	1,519	100	6.6	+ 41	+ 45
Ecuador	993	411	41.4	Apr.	403	158	39.1	[1]+ 5	[1]+ 8
Jamaica	931	344	37.0	Sept.	613	231	37.6	— 13	— 15
Panama	840	263	31.3	.....	.....	.....	.....	— 3	+ 13

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1976 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for Australia, Brazil, Canada, Philippines, Republic of South Africa, and Venezuela.

* Compared with preceding 12 months.

[1] Import change from the year 1975 to the year 1976. [2] Less than 0.5 percent.

Source: Official trade statistics of listed countries.

arrivals in this country. The only U.S. commodity that experienced a sharp sales decline in the Netherlands was wheat, which dropped to one-fourth of the demand level attained in the previous period.

Among the smaller developed economies, the U.S. market share rose only in five, rising especially in Denmark, Ireland and Yugoslavia. The Yugoslav advance was attributable primarily to strengthened demand for electrical machinery, especially agricultural, metal working and power machines. In contrast, the value of U.S. arrivals into Denmark rose in nearly every commodity category, particularly aircraft and office machines. Irish imports of U.S. goods continued to grow strongly, outdistancing their imports from other sources, as U.S. entries were paced by nonelectric machinery products.

Although the value of U.S. imports into Israel, Norway and Greece advanced, increased demand for goods from other sources led to a relatively large drop in the U.S. share in these countries. Substantial declines in Israeli demand for U.S. military goods and telecommunications equipment tended to scale down total import growth rate from the U.S. to 4%.

Switzerland and Austria reported increases in demand for U.S. goods in the 20 percent range, although similar large boosts in arrivals from other countries resulted in relatively little change in the U.S. position. Demand was stronger in nearly all commodity classifications, particularly Swiss imports of chemicals and office machines.

Although most developing countries increased the value of their purchases from the United States, the U.S. market shares rose in only four nations: Hong Kong, Nigeria, Bahrain, and Korea. Wheat, corn, cotton, lumber and aircraft were among the U.S. items which grew strongly in Korea. Hong Kong's sharply increased buying of U.S. cotton was a factor in improving the U.S. share position there.

Mexico, the largest trading partner of the United States among developing nations, cut back its purchases of U.S. transportation products, particularly tractors, passenger cars and trucks and automotive parts, as well as office machines and telecommunications equipment. A sizable decline in imports from other sources, however, left the U.S. share of the Mexican market unchanged.

In Singapore and the Philippines, the U.S. share of these countries' import markets dropped, as the value of arrivals from other sources grew more rapidly than U.S. goods into these markets. The value of Singapore's purchases from the United States rose by 11 percent, paced by increased sales of aircraft, chemicals, and electrical machinery components. Philippine demand for U.S. products was stagnant, however, as increased demand for U.S. aircraft was offset by smaller shipments of wheat and motor vehicles.

POLAND PROPOSES JOINT BIDDING ON VENTURES IN THIRD COUNTRIES

Polish trade officials have designated several industries in which Polish enterprises are interested in cooperative ventures with U.S. firms in third countries. This interest was indicated during the seventh session of the Joint American-Polish Trade Commission, held late last year in Warsaw. The government-to-government commission meets annual to facilitate trade through the exchange of information and the resolution of problems in bilateral commercial relations.

Poland is offering to bid jointly with American firms in third countries on projects relating to the following industries: electrical power installations, chemical plants and equipment, food processing installations, wood processing equipment, and rolling stock. In all of these areas, Polish firms already are carrying out projects abroad.

Polish experience in third country cooperation ventures with West European countries dates back to the mid-1960s. Poland and a Swiss engineering company recently agreed to jointly develop coal resources in the Third World. The group's first project is a coal mining and energy complex in Peru. Another coal mining project in Colombia will be carried out jointly by Poland and Brazil. These projects take advantage of Poland's leadership in mining technology and equipment, especially for coal mining. Other examples of Polish cooperative ventures in third countries with firms in Western Europe have involved the following industries: electric power stations, paper and pasteboard factories, machine tools, cement and sugar plants, and slaughter house equipment.

Polish officials believe that in many countries, Poland could supply labor intensive equipment, on-site project supervision and possibly even labor on advantageous terms. Such possibilities in the electrical power industry include power stations for coal, oil and gas, with units of 100, 150, 200, 210 and 360 MW (optional coupling into large units); diesel-powered generating units of 12-200 MW; coal or oil fired boilers; transformer stations; and high voltage transmission lines and cables. For such projects, the supplier in Poland would be MEGAT—Union of Powerplant Equipment Industry, ul. Pulawska 18, 02-512 Warsaw; and the exporter, ELEKTRIM, P. O. Box 633, 00-950 Warsaw, telex 814351, phone 26-62-71.

Chemical plant and equipment areas of cooperation include sulfuric acid plants operating on sulfur pyrites and roaster gas; nitric acid plants; calcinated soda works; silos; storage tanks; various waste and sewage purification plants; heat exchangers; valves; cane and beet sugar plants; cold storage warehouses and refrigeration plants. For participation in these areas, the supplier would be CHEMAK—Union of Chemical, Installation Producers, ul. Wspolna 62, 00-950 Warsaw; the exporter, POLIMEX-CEKOP, P. O. Box 815, 00-950 Warsaw, telex 814271, phone 26-80-01.

Polish interests in food processing plants and equipment include palm and soya oil-pressing plants, starch plants distilleries, breweries, fodder granulation equipment, yeast plants, dairy installations, slaughterhouses and meat processing equipment, bottling lines, grain mills and silos, and baking equipment. Supplier, SPOMASH—Union of Food Processing Equipment Industry, ul. Jasna 14-16, 00-950 Warsaw; exporter, POLIMEX—CEKOP, address above.

Equipment for pulp and paper plants and hard, porous particle and chipboard plants are also of interest for joint efforts. Supplier, ZEMAC—Union of Heavy Machinery, ul. Jasna 14-16, 00-950 Warsaw; exporter, POLIMEX—CEKOP, address above.

Rolling stock is another potential industry for cooperative business arrangements with Polish firms. Examples include passenger coaches, freight cars (including hopper, platform and tank), mail cars, rail lines and rolling stock repair facilities. Supplier, TASKO—Union of Rolling Stock Industry, 61-483 Poznan; exporter, KOLMEX, P. O. Box 236, 00-950 Warsaw, telex 813270, phone 28-44-41.

Commerce's Bureau of East-West Trade, established to bring business attention to commercial opportunities in the East European countries, stands ready to provide assistance or information. Write: U. S. Department of Commerce, BEWT, Trade Development Assistance Division, Washington, D.C. 20230; phone 202-377-5500.

Common Market And PRC Conclude Trade Agreement

A five-year agreement between the European Common Market and the People's Republic of China was initialed this month in Brussels. It is the first such agreement to be concluded on the basis of the EEC's November 1974 offer to negotiate standard trade agreements with the non-market economy countries.

The Chinese, unlike the Soviet Union and other Eastern European countries, thus have demonstrated their willingness to negotiate with the Common Market as a whole, rather than with the individual member states.

The agreement includes Most-Favored-Nation and safeguard clauses, as well as provisions pertaining to prices and the balancing of trade. It establishes a joint trade commission which will meet once a year, alternately in Peking and Brussels. Volume of trade between the Common Market and the PRC is currently small.

U.S. OFFERS IN GENEVA TRADE NEGOTIATIONS MEET VITAL DEADLINE

The United States last month presented its initial offers on reduction of tariffs and nontariff measures at the Multilateral Trade Negotiations (MTN) currently under way in Geneva, Switzerland. The presentation of the U.S. offer met the timetable established last summer by U.S. Ambassador Robert S. Strauss, the President's Special Representative for Trade Negotiations, and other MTN participants.

The U.S. offer is designed to stress the interrelationship between the liberalization of both tariffs and nontariff measures and the necessity that agricultural trade negotiations proceed in parallel with industrial negotiations. Presentation of the offer at this time moves the negotiations forward into a new, intensive phase.

Ambassador Strauss reached agreement with the Trade Ministers of the European Community and Japan to work toward finalizing the political approval of basic agreements in July, 1978. Other countries have endorsed this goal.

Tariff offer

The U.S. offer of Jan. 23 affects approximately 4,700 tariff lines, or $44.7 billion in trade, and if maintained, would reduce the overall U.S. rate of duty of MFN dutiable trade by 45 percent from 8 percent to 4.5 percent. This substantial offer is designed to encourage fulfillment of the U.S. objective of significant and fully reciprocal liberalization of both tariffs and nontariff measures.

Nontariff measures offer

The MTN is unique in that this negotiation is the first time that liberalization of nontariff measures (NTM's) has been given equal consideration with tariff liberalization. The most significant aspect of this work is the development of multilateral codes of conduct which will provide a new international discipline in the most important nontariff areas. In addition, specific procedures were developed under which an MTN participant could request liberalization of NTM's of concern to its export interests.

The U.S. offer on nontariff measures was made in response to numerous requests by foreign governments. The U.S. offer indicates on which of its NTM's the United States is willing to enter discussions aimed at achieving reciprocal liberalization.

Conditional nature of U.S. offer

The U.S. offer is a basis for negotiation and its maintenance is conditioned on the receipt of adequate reciprocity from foreign countries in terms of expanded access to foreign markets for U.S. goods. In assessing the value to the U.S. of foreign concessions, the United States intends to take into account the benefits received in overall bilateral and sectoral bases.

Particular importance is placed on the liberalization of nontariff measures. More specifically the U.S. is seeking the conclusion of international codes on safeguards and other NTM's, including government subsidies, government procurement practices and standards. Also of importance is progress on issues such as dispute settlement and the use of trade measures for payment procedures and export curbs.

Development of the offer

The U.S. offer is the culmination of extensive analysis of the impact which liberalization of tariffs and nontariff measures would have on U.S. industries, firms, workers, and consumers. Special private sector advisory groups were established for industry, labor and agriculture pursuant to the requirements of the Trade Act of 1974 to provide the government with advice regarding various issues being discussed in the MTN. These advisory groups, including the Industry Sector Advisory Committees (ISAC's) of the Commerce Department and the Special Trade Representative provided substantial detailed information on the probable impact of trade liberalization on specific products in 26 broad industrial areas and the retail sector.

In addition, public hearings were conducted throughout the country by the U.S. International Trade Commission and the Executive Branch's Trade Policy Staff Committee at which all interested parties were invited to present their views and concerns.

All views received were considered during extensive Executive Branch discussions during October 1977-January 1978. The discussions focused on what action or actions were appropriate in light of the particular economic circumstances of each U.S. industry which would be affected by duty reductions.

Bilateral negotiations

The next phase of the MTN will be highlighted by a series of bilateral negotiations with major trading partners. During these negotiations, the United States will be seeking full reciprocity to the extent of benefits received from U.S. offers by each foreign country.

With regard to the developing countries, the U.S. is seeking contributions consistent with the development, financial and trade needs of each particular developing country. Since the securing of substantially equivalent competitive opportunities for U.S. exporters is a major U.S. objective, some of the U.S. offers will be implemented only in response to certain specific foreign concessions. It is quite possible that the U.S. offer will be modified and some of the initial offers may be withdrawn to reflect the results of the negotiations and the degree of fulfillment of U.S. negotiating objectives.

Official Trade Briefs

This article is another in a series of reports that describes actions affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Bureau's Office of International Trade Policy.

THE PRESIDENT

Import Relief: The President has announced his decision not to grant import relief on behalf of U.S. producers of certain **industrial fasteners and high-carbon ferrochromium.** The President's decisions follow International Trade Commission (ITC) findings under the "escape clause" provisions of the Trade Act, that increased imports were causing serious injury to the relevant domestic industries and ITC recommendations that import relief measures be imposed to remedy the import injury. In both cases, the President found that duty increases, recommended by the ITC, would not be in the national economic interest.

The President has also decided to continue, with slight modification, the import relief currently in effect under section 201 of the Trade Act for various **specialty steel** products. This determination followed an ITC study, conducted pursuant to section 203 of the Trade Act of 1974, to determine the probable economic effect of liberalization or termination of the "escape clause" relief.

CONGRESS

Bills Reported—House: The Committee on International Relations met and ordered favorably reported to the House, H.R. 3350, amended, **Deep Seabed Hard Minerals Act.**

The Committee on Merchant Marine and Fisheries also met and ordered favorably reported to the House, H.R. 9518, amended, to provide for a three-year period to reach a permanent solution of the **shipping rebating practices** in the U.S. foreign trade.

Committee Hearings—House: The Trade Subcommittee of the House Ways and Means Committee held hearings on the

Administration's comprehensive program for the **steel** industry. Testimony was heard from public and private witnesses.

The Committee on International Relations' Subcommittees on Africa, International Organizations and International Economic Policy and Trade held a joint hearing on **United States-Ugandan** relations and trade. Testimony was heard from both public and private witnesses.

Hearings on trade with **China** and **South Africa** were also held by the Committee on Banking, Finance and Urban Affairs' Subcommittee on Trade, Investment and Monetary Policy. Testimony was heard from public and private witnesses.

Committee Hearings—Senate: The Finance Committee's Subcommittee on International Trade held hearings on **United States—Japanese trade relations** and on the status of the Multilateral Trade Negotiations. Testimony was heard from Ambassador Robert S. Strauss, Special Representative for Trade Negotiations, and members of Congress.

The Subcommittee also held hearings on H.R. 8149, the proposed **Customs Procedural Reform Act**, and H.R. 5643, to implement the United Nations Convention on the means of prohibiting and preventing illicit import, export, and transfer of ownership of **cultural property**. Testimony was heard from public and private witnesses.

New Legislation: In the first and second sessions of the 95th Congress 287 trade and related bills have been introduced.

Those not previously reported in this column include: H.R. 10419, to make specific provisions for **ball or roller bearings, and pillow block, flange, take-up cartridge and hanger units** in the Tariff Schedules of the United States; H.R. 10432, to amend the Tariff Schedules to provide for a lower rate of duty on certain **fish netting and fish nets**; H.R. 10505, H.R. 10554, H.R. 10593, H.R. 10603, H.R. 10874, H.R. 10875, H.R. 10876, H.R. 10894, H.R. 10860, S. 2484 and S. 2492, relating to **meat** imports; H.R. 10510, to amend the **Trade Act of 1974** in order to authorize the President to designate members of the Organization of Petroleum Exporting Countries that have not withheld supplies of vital commodity resources from international trade as eligible for the tariff preferences extended to developing countries under Title V of that Act.

Also, H.R. 10544 and S. 2520, to amend the **Export-Import Bank Act** of 1945; H.R. 10583, to require that **imported palm oil and palm oil products** be labeled, to provide for inspection of such products, and to comply with certain minimum standards of sanitation; H.R. 10584, to strengthen the economy of the United States through increased sales abroad of American **farm products**; H.R. 10590, to amend the Antidumping Act of 1921, the Trade Act of 1974 and the Tariff Act of 1930 to improve procedures relating to the determination of certain **unfair foreign trade practices**; H.R. 10625, to suspend the duty on **natural graphite** until the close of June 30, 1981.

Also, H.R. 10635, to amend the Tariff Schedules of the United States to provide duty-free treatment for **horses**; H.R. 10805, to suspend until the close of June 30, 1980, the duty on **certain nitrocellulose**; H.R. 10806, to amend the Tariff Schedules of the United States by repealing **item 807.00** of schedule 8, part 1, subpart B; H.R. 10842, to amend the Foreign Assistance Act of 1961 to provide for a reduction of the U.S. contribution to the **United Nations**; H.R. 10853, to amend section 127 (b) of the Trade Act of 1974 with regard to **textile** tariffs; H.Con.Res. 469, resolution to disapprove the determination of the President denying import relief under the Trade Act of 1974 to the U.S. **high-carbon ferrochrome** industry and H.Con. Res. 470, resolution expressing the sense of the Congress that coffee containers available for retail distribution should be labeled to specify the percentage of **coffee** which has been purchased from Uganda.

SPECIAL TRADE REPRESENTATIVE

Section 301 — Unfair Foreign Trade Practices: The Office of the President's Special Representative for Trade Negotiations (STR) has initiated review of a petition filed under section 301 of the Trade Act of 1974, alleging the existence of unfair trade practices by the USSR in the form of a requirement that **insurance** on exports or imports be placed with a Soviet state insurer. Section 301 authorizes the President to take appropriate action, including imposition of retaliatory U.S. import restrictions, when he determines that a foreign government is engaging in unfair practices which burden, restrict or discriminate against U.S. commerce. Public hearings will be held on this matter beginning on February 28 at 10 a.m. at the Office of the Special Representative for Trade Negotiations, Rm. 730, 1800 G St., NW., Washington, D.C.

COMMERCE DEPARTMENT

Trade Adjustment Assistance for Firms: The Commerce Department has recently certified 13 firms as eligible to apply for trade adjustment assistance. The firms produce **apparel, footwear, cookware, electronic components, ferroalloys,** and **castings.**

Export Administration: The Commerce Department has published regulations to implement the anti-boycott provisions of Title II of the Export Administration Amendments of 1977. The regulations, which apply to U.S. firms located in the United States and their controlled foreign subsidiaries, are available for inspection in Room 3012, Freedom of Information Records Inspection Facility, Main U.S. Department of Commerce Bldg., Washington, D.C. 20230.

LABOR DEPARTMENT

Workers' Trade Adjustment Assistance Certification: The Labor Department, having found that 12,870 workers have been or may become unemployed as a result of increased imports, has certified these workers as eligible to apply for trade adjustment assistance. They are or were employed at firms producing the following products: **copper, apparel products, disposable hospital garments, footwear, iron ore pellets, color and monochrome televisions, modular and console stereo units, open die forged engine parts, automobiles, steel products, refined copper, titanium dioxide pigment, work clothing, porcelain enameled cookware, gloves, quartz crystal blanks, fixed carbon composition resistors** and **fixed carbon film resistors.**

Denials: The Department denied petitions for trade adjustment assistance for 10,350 workers engaged in the manufacture or processing of the following services: **coated cloth, paper and film, greige cloth goods, doll clothes, flexible PVC sheet and film and PVC compound, sale of earth shoes, dyeing, finishing** and **printing of fabric, cans, footwear, apparel products, grinding balls and wear resistant castings, sales operations, metal working machinery and parts, heavy duty truck transmissions and transfer cases, web-fed letter presses, loaders, scrapers, haulers, grass catchers, printed and dyed fabric, footwear uppers, plumbing fixtures and fittings, automobiles, cutting and embossing of socklining, flock printing of fabric, transport services, women's lingerie, food service, steel products, wheel-type front-end loaders and crawler tractors, repairing of ingot molds, automotive replacement parts, sales and service of automobiles, trucks, and parts, automobile radiators and heaters and transmission oil coolers, ship repair and servicing, distribution of rubber footwear,** and **reclaiming steel from steelmaking slag.**

Investigations: Of the investigations recently initiated by the Department to determine whether workers at various plants are eligible to apply for adjustment assistance, the products and services most frequently involved are: **footwear, apparel products** and **steel products.**

INTERNATIONAL TRADE COMMISSION

Section 201—Import Relief: The U.S. International Trade Commission (ITC) has issued a determination that **citizen band radios** are being imported into the United States in such increased quantities as to be a substantial cause of serious injury to the domestic industry producing like or directly competitive goods. Three Commissioners recommended trade adjustment assistance as a remedy and three recommended a duty increase. The finding and recommendations, which follow an investigation pursuant to a petition filed under section 201 of the Trade Act of 1974, will be forwarded to the President for a de-

termination as to the proper remedy if any, to be implemented.

In other import relief action, the ITC has initiated two new investigations under section 201. The products involved are **slab zinc** and **stainless steel flatware.**

Antidumping Cases: A public hearing has been scheduled in the investigation of the antidumping case involving **polyvinyl chloride sheet and film** from the Republic of China. The hearing will begin at 9:30 a.m. on March 2 in the Hearing Room, U.S. ITC Building, 701 E St., NW., Washington, D.C. 20436. Hearings have also been scheduled for the case regarding **carbon steel plate** from Japan. One will be held on March 7 at Seattle Center, 305 Harrison St., Seattle, beginning at 9:30 a.m. The other wil be held at 9:30 a.m. on March 16 in the Commission's Washington Hearing Room. Requests to appear at the latter two hearings should be filed with the ITC Secretary by noon on March 2.

Countervailing Duty Cases: A hearing has been scheduled for the injury phase of the countervailing duty investigation regarding **leather wearing apparel** from Uruguay. The hearing will begin at 9:30 a.m. on March 14 and will be held in New York City, with the exact location to be announced. Requests to appear should be received by the ITC Secretary at his Washington office by noon on March 9.

Section 337—Unfair Trade Practices: The ITC has rendered a final affirmative determination in the **display devices** case, filed under section 337 of the Tariff Act of 1930, concerning alleged unfair trade practices. The Commission found that imports of certain display devices for photographs and the like were entering the United States in violation of a valid U.S. patent and issued an order excluding entry of the infringing goods. The President may overturn the order for policy reasons until March 13. If he does not, the order becomes final on that date.

Three new 337 cases have recently been instituted by the Commission. Two allege patent infringement by importers of certain **roller units** and of certain **electric slow cookers.** The third case concerns alleged monopoly or conspiracy to restrain trade in **monumental wood windows** and alleged offers for sale of such windows at unreasonably low prices.

Section 332—General Investigatory Authority: Pursuant to its authority under section 332(b) of the Tariff Act of 1930 to investigate "conditions, causes and effects relating to competition of foreign industries with those of the United States," the ITC has instituted an investigation of "United States Exports to the Soviet Union: Past Trends, Recent Developments and Future Prospects." The Commission instituted the investigation following indications in recent data that 1) growth in U.S. exports to the Sovet Union has begun to level off following a period of relatively rapid growth, and 2) the favorable balance of trade which the United States has enjoyed with the Soviet Union has begun to shift. Interested parties having pertinent information are invited to submit written statements or comments to the Commission. Such submissions should be received by the ITC Secretary at his Washington office by March 1.

TREASURY DEPARTMENT

Antidumping Cases: The Treasury Department has issued final affirmative findings of sales at less-than-fair value in four cases brought pursuant to the U.S. antidumping law. The products involved are imported **polyvinyl chloride sheet and film** from the Republic of China, **ice hockey sticks** from Finland, and **carbon steel plate** and **impression fabric of man-made fiber** from Japan. These cases have been referred to the U.S. International Trade Commission (ITC) for findings on the issue of whether the sales at less-than-fair value are causing injury to the competitive domestic industries.

In addition, preliminary affirmative findings were issued in antidumping cases involving **welded stainless steel pipe and tube** from Japan and **viscose rayon staple fiber** from Belgium. Treasury has terminated the antidumping case involving **viscose rayon staple fiber** from Austria, following elimination of the price differential and the provision of future price assurances by the sole Austrian exporter. In other action, the Department has modified its 1972 dumping finding on **elemental sulphur** from Mexico by its final decision to exclude Azufrera Panamericana, S.A. from the finding as that company is no longer selling at less-than-fair value and as assurances have been given regarding future prices.

Finally, the Department has initiated eight new antidumping investigations concerning **nylon yarn** from France, **pneumatic marine fenders** from Japan, **steel wire nails** from Canada, and **carbon steel wire rod, carbon steel bars,** and **carbon steel shapes** from the United Kingdom. The carbon steel bars and carbon steel strip investigations have been refered to the ITC for a preliminary injury determination under section 321(c)(2) of the Trade Act of 1974. This section provides that the Secretary of the Treasury may request the ITC to determine, within 30 days, whether there is "no reasonable indication" of injury to a domestic industry. If the ITC makes such a finding, Treasury will terminate the investigation.

Countervailing Duty Cases: Treasury has announced its final affirmative finding that bounties or grants are being paid on exports to the United States of **iron and steel chains** from Spain and that countervailing duties will therefore be assessed on U.S. imports of the subject product.

In addition, a finding has been made that bounties or grants are being paid on imports of **leather wearing apparel** from Uruguay. Since that product comes into the United States duty-free under the U.S. Generalized System of Preferences, an affirmative injury finding must be made before countervailing duties may be imposed. The case has therefore been referred to the ITC for an injury determination. The Department found that no bounties or grants, within the meaning of the U.S. countervailing duty law, were being paid or bestowed on exports of **leather wearing apparel** from the Republic of China. The Department did find that government benefits were received by the Taiwanese leather wearing apparel industry but that the amount involved was so minimal as to be considered legally noncountervailable under U.S. law.

In other countervailing duty action, a decision was made to waive imposition of countervailing duties against imports of **butter cookies** from Denmark. According to the Trade Act of 1974, the Secretary may waive imposition of countervailing duties, following a finding that bounties or grants are being paid, only if three conditions are met: 1) adequate steps are being taken to reduce adverse effects of the subsidy; 2) there is a reasonable prospect that successful trade agreements will be entered into; and 3) the imposition of the additional duty would jeopardize successful completion of such agreements.

Treasury also made a preliminary affirmative determination in the countervailing duty investigation regarding certain **fish** from Canada. A final determination is due in June.

Nine new countervailing duty investigations have been initiated concerning **optic liquid level sensing systems** from Canada; and **textiles and men's and boy's apparel** from Argentina, Brazil, Taiwan, Colombia, India, South Korea, the Philippines and Uruguay.

INTERNATIONAL

Foreign Antidumping Actions: The Canadian Government has announced its finding that U.S. exports of **maleic anhydride,** being sold in Canada at less-than-fair value, are likely to cause material injury to Canadian production of like products.

Foreign Safeguard Actions: The European Community (EC) has announced introduction of temporary emergency measures on imports into Italy of certain **squids.** The measures were taken in response to a recent increase in low-priced imports.

The Canadian Government has announced temporary restraint measures on imports of **footwear** other than footwear of rubber or canvas. This action was taken in response to a finding that the subject product was being imported in such quantities as to cause or threaten serious injury to Canadian production of like goods.

OIL EQUIPMENT SUPPLIERS PRODUCE SALES OUTBURST AT U.S. MEXICO CENTER

U.S. petroleum industry equipment suppliers who are used to handling gushers found themselves in the middle of a runaway sales outburst last month in the heart of Mexico City. Attracted by a $15 billion expansion budget for Mexico's giant nationalized PEMEX enterprise, the suppliers figuratively knocked the walls down at the U.S. Trade Center and had to be rehoused in the spacious National Auditorium. Even there they spilled over into a 10,000 square foot area on the parking lot.

PEMEX—Petroleos Mexicanos—is rapidly expanding its exploration, production and refining programs. Its proven reserves of oil and gas have grown remarkably in recent years as wildcat activity in the states of Chiapas, Campeche and Tabasco and the nearby offshore areas has resulted in major strikes. Firm reserve totals, now at 17 billion barrels of petroleum, could reach over 100 billion barrels if the more optimistic expectations based on geological formations in the area prove out. So far the exploratory wells have not reached the end of these formations.

Petroavance '78, as the recent exhibition of U.S. equipment was called, began as a normal-sized Commerce Department effort, based on encouraging results from two earlier shows. Early demand for space soon exceeded the U.S. Trade Center's 7,000 square foot capacity. With some initial misgivings because of the added costs, the Center staff picked up the show and carted it off to the roomy Auditorium.

On opening day, PEMEX Director General Jorge Diaz Serrano joined U.S. Ambassador Patrick J. Lucey in cutting the inaugural ribbon and viewing the displays. Accompanying Diaz Serrano were the five operational managers of PEMEX. Also present were the director and deputy director of the Mexican Petroleum Institute.

More than 2,600 visitors were registered during the exhibition, from throughout the Americas—points as distant as Canada and Argentina—and even some from Europe. A seminar chaired by Don Lambert, editor of *Pipeline Industry* magazine, held in connection with the show, drew 223 persons, including 120 from PEMEX and the Petroleum Institute.

Immediate sales during the event reached $3,098,200—a total considered especially impressive, as such sales are usually consummated only after protracted negotiations and/or formal bidding. Estimated sales during the next 12 months are an eye-popping $133.5 million.

Expectations of most of the exhibitors were amply fulfilled; for example, the Allied Piping Products Co., manufacturer of specialized tube branches and connectors, was seeking new business prospects. Company Vice President Michael Jones returned from Mexico with exactly what he had intended to achieve. "The response from attendees, especially from PEMEX, far exceeded our expectation," Jones reported. "We'll be back next month to follow up on our contacts with PEMEX."

The export manager of Cat Pumps Corp., Minneapolis, a new-to-market company, said that he uncovered "incredible interest" in his firm's high pressure pumps. He returned home with a substantial list of Mexican firms interested in representing him, from which he expects to select several. The sales manager of Afton Pumps, Houston, also new to the market, commented, "We learned a lot about the market and the people, and we were also able to teach."

Petroavance '78 clearly demonstrated that U.S. oil equipment technology is considered the finest and most advanced in the world, the U.S. Embassy observed, and what's more, that the hardware is available now at competitive prices, and with technical backup "just a short long distance call away." The United States is being challenged in many of its traditional markets by tough competitors. This event gave evidence that U.S. oil equipment manufacturers plan to stay on top.

AT PETROAVANCE '78—*Pemex Director Jorge Diaz Serrano (center) discusses the layout of a drilling site with U.S. Ambassador Patrick J. Lucey (left of Serrano) and Trade Center Director Ivan A. Cosimi (second from right). The scale model demonstrated the equipment exhibited by the Dresser Industries.*

Soviets Came Early, Stayed Late, At Seminar In Moscow On Printing, Graphic Arts

They came early and stayed late—more than 660 Soviet specialists and buyers holding in-depth discussions in the USSR with representatives of 12 U.S. companies participating in a seminar on printing and graphic arts. The event was sponsored by the U.S. Commercial Office of Moscow in cooperation with GOSKOMIZDAT, the Soviet State Committee for Publishing, Printing, and Bookselling.

The U.S. participants discovered that the need for modern printing and graphic arts equipment in the Soviet Union is strong, because of the Soviets' goal of modernizing and expanding existing printing facilities. Only Moscow and Leningrad have printing plants that meet Western standards of technology, and the equipment there is mostly imported. On the average, Soviet printing and graphic arts equipment is 20 years behind that of the West. Equipment and systems generating a great deal of Soviet interest included computer photocomposition systems, inks, web and sheet-fed offset printing presses, and automated binding systems.

The 12 participants, of whom eight were new-to-market, reported immediate sales of $70,000 and projected their USSR sales over the next year at $3 million.

AT NIGERIAN FAIR—*Concluding a sale, Alhaji A. A. Suberu (right) signs the order, as GM show director Barry James (left), and dealer and salesman, look on. At right, Frank Foster (left) of Boeing Vertol explains configuration of Chinook helicopters.*

BROAD RANGE OF U.S. EQUIPMENT SELLS BRISKLY AT NIGERIAN TRADE FAIR

Construction, communications, transportation, and power equipment were among the areas of prime interest to trade visitors to the First Lagos International Trade Fair, according to the Commerce Department's Douglas Harwood, director of the U.S. exhibition.

"This is really a seller's market," said Harwood as he described the experiences of the 34 participating U.S. companies who were displaying equipment related to transportation, aerospace, communications, data processing, petroleum and gas, chemicals and petrochemicals, agriculture, food processing, packaging, materials handling, construction, management and training; and consumer products.

Nigeria's oil revenues are fueling its current economic boom and financing development projects. Imports have been mounting, and although the United States is behind the United Kingdom and Germany as a supplier to Nigeria, the U.S. share may increase as a result of this country's participation in the fair held late last year.

Almost 3,000 trade visitors were registered at the U.S. pavilion. As reported in the Jan. 30 issue of *Commerce America*, actual sales reached $41,442,000; orders are projected for the next 12 months at $360 million—$104.2 million by participants who were new to the market. Forty-seven sales representatives were appointed; 56 more are under negotiation.

Companies such as General Motors, Allis-Chalmers, Dow Chemical, Ford Motor, General Electric, and Rockwell International concluded some multi-million-dollar sales and the smaller participants also reported successes. The representative of the Pureway Corp. a small East Moline, Ill., company observed: "Many of the people who came to our booth came because we were a U.S. company with U.S. technology." In addition to sizable direct sales, the firm signed 25 representation agreements, providing a complete network of dealers throughout Nigeria; and expects to sign an additional 30 during the coming 12 months.

The Dana World Trade Corp., Toledo, a new-to-market firm, signed two agreements and expects to sign 10 more in the next 12 months. The representative for the Harris Corp., Cleveland, reported: "Harris achieved its primary goal of impressing the Nigerian Government with the fact that we were prepared to do business in a country on a large scale. The heads of all major departments of the Federal Government in which we are interested visited our stand sometime during the fair."

EDP SEMINAR ABROAD—*Chairman Oliver R. Smoot (standing), presented an overview of the state of the art in the U.S. at meetings attended by prospective buyers, in Algeria, Tunisia, and Syria. In Damascus (above), others on panel (from left) were: Jean-Claude Reynaud, Donald Kimberlin, Patrick McGovern.*

EDP SEMINAR IN TUNISIA, ALGERIA, SYRIA PRODS COMPUTERIZATION GROWTH

Selling electronic data processing concepts and equipment is especially challenging in countries in which computerization developments are in early stages, and in which there is a scarcity of resources—facilities and trained manpower—with which to implement automated applications. But the very fact that EDP is not yet widespread points to a promising market in the years ahead.

Such was the situation in Algeria, Tunisia, and Syria, where four new-to-market U.S. firms recently conducted seminars giving an overview of the state of the art and describing the many ways in which EDP can be put to use.

"Computers and telecommunications-based information systems enjoy great

theoretical acceptance in all three markets and U.S. vendors are the preferred source of supply," reports Oliver R. Smoot, who chaired the seminar organized by the Commerce Department. Smoot, who is vice president of the Computer and Business Equipment Manufacturers Association, points out that in the countries visited computer use is associated with attempts to compensate for the lack of trained manpower rather than to automate the work of unskilled and semi-skilled workers; and that the potential for selling equipment and systems is restricted by the absence of a pool of trained computer personnel.

The U.S. firms found in all three countries a preference for large, centralized computer systems rather than for decentralization—a preference reinforced by the perceived economy of using computer personnel in central locations, and the lack of communications necessary for the operation of a network of small computers. Smoot cited the following products and services as having the best potential: Large (in Algeria, where EDP use is relatively developed), medium, and small scale computer systems with accompanying software to make them immediately usable; systems development and integration; software development and maintenance; and education and training, especially for educators in computer fields.

Computer peripheral equipment and "bare" computer hardware do not have bright prospects, Smoot notes, as the expertise to integrate these components into working systems does not exist. Sales potential is reported for data communications products, but basic telecommunications infrastructure is needed first.

U.S. EDP products are competitively priced against equivalent foreign products, but the relatively higher cost of U.S.-origin technical personnel and the need for French language skills militates against the use of U.S. nationals for support services, Smoot points out. New-to-market firms need to realize the long-term commitment required to do business in these markets and the necessity to take fully into account the extra costs involved —ranging from level of maintenance to import document processing; but overall, "there is no reason why U.S. based companies should not be primary suppliers to these markets," the seminar chairman concludes. The U.S. firms reported direct and projected sales at $1.8 million. Eight agreements were signed.

Participants were Alfred Altrichter, Digital Equipment Corp., Maynard, Mass.; Patrick J. McGovern, International Data Group, Newton, Mass.; Jean-Claude Reynaüd, Interdata, Inc., Oceanport, N.J.; Donald E. Kimberlin, Teledynamics, Fort Washington, Pa. Arthur J. Laemmerzahl of the Commerce Department served as coordinator.

PRINTING SHOW, STOCKHOLM—*The 3M line of graphic arts film systems is explained to American Ambassador Rodney Kennedy-Minott (in vest) and Arne Thoren (right), editor of Goeteborgsposten, Sweden's second largest newspaper.*

IN-HOUSE PRINTING TREND IN SWEDEN EXPANDS FOCUS FOR U.S. EQUIPMENT SALES

The most significant change in the market for printing and graphic arts equipment in Sweden is the trend toward in-house printing, which implies a change in marketing tactics: much of the current sales potential is with smaller firms, as most large printing houses have already invested in the latest cost-saving equipment.

Both large and smaller companies were represented among the 1,014 trade visitors attending a recent exhibition of such equipment at the Stockholm U.S. Trade Center. The printing departments of all the large newspapers in Sweden, and the printing and graphic arts executives and technicians from the major printing firms and from the companies and agencies in Sweden that have their own printing departments were well represented. Sixty-three business visitors were from other countries.

Among the products reported to offer the best potential are computerized addressing/labeling machines, graphic optical character readers, color proofing and alteration film, graphic transfer material, and automatic door darkrooms. Phototypesetting systems, digital densitometers, headliner machines, repeating multi-line printers, and litho systems for newspaper printing were among those items said to have moderate to good potential.

For about a third of the products shown, the U.S. price was found to be a very favorable selling point. For most of the others, the price was considered at least competitive with those of other countries. Only cameras, platemakers and plate developing equipment seemed to have a significant price disadvantage—and on the latter item, only when it was to be sold separately rather than in a package system. On cameras and platemakers, shipping forms a sizable portion of the higher cost. On almost three-fourths of the products shown, the technology was considered a positive factor.

Sales during the show totaled $782,200, and orders projected for the next 12 months, $7.7 million. One agent/distributor was appointed; four are under negotiation.

The United States is the second largest supplier of printing and graphic arts equipment to Sweden, with about 27 percent of the market—having gained several percentage points on the leader, West Germany, which has dropped from about half in 1972 to some 36 percent currently. The United States is expected to slightly increase its share of the market; but as less technological change is now taking place, servicing and marketing efforts are more important.

During the show, three points were mentioned by prospective buyers as needing attention by U.S. manufacturers: shorten delivery times, pay more attention to user and labor organization suggestions, and go metric immediately.

U.S. Electronic Production, Test Equipment Is Popular In French, German Markets

Two exhibitions of electronic industries production and test equipment late last year in Europe underscored a continuing receptivity to such high-technology products from the United States.

The Paris/Munich "tandem" events—a dozen of the exhibitors at the Paris U.S. Trade Center show exhibited a week later

at Productronica 77 in Munich—are expected to generate multi-million dollars' worth of sales in the next 12 months.

The United States is the leader in the electronics field in France, with a 43 percent share of French imports—a market made up of 90 percent imports. Most of the 41 exhibitors were presenting equipment that was new to the French market, and they are projecting some $2.9 million worth of orders in the next 12 months. Immediate sales totaled $318,000; one agent was signed and three other agreements are expected soon.

Of the German market for electronic production and test equipment, the U.S. share is currently about 56 percent. At Productronica in Munich, the growing demand of German firms for high technology U.S. electronic production and test equipment was very much in evidence, according to the U.S. International Marketing Center in Cologne which staged the American exhibition. Most of the 25 participants reported that their customers bought products primarily because of the technological superiority, or for the combination of the technological superiority with attractive design, price competitiveness, and favorable servicing conditions. Sales reached $2,541,328; business over the next year is estimated at $18.5 million. Five firms appointed agents or distributors at the show, and an additional 31 representational agreements are expected within the next 12 months. Participants reported penetrating 25 new country markets—from Argentina to the USSR. One exhibitor sold 45 units at $110,000 each to the Soviets.

DOUBLE EXPOSURE—*At Paris U.S. Trade Center show, representative of Eldon Industries demonstrates modular construction of new tip temperature controlled soldering station to a potential customer. The firm was one of 12 that moved at the conclusion of the Paris show to Productronica in Munich, for "double exposure."*

Growing Demand For Health Care in Taiwan Intensifies Need For Medical Equipment

Taiwan's growing per capita income, rapid urbanization, and rising living standards are accelerating demand for expanded health and medical care services —as evidenced by the strong interest shown in a recent hospital and medical equipment exhibition at the U.S. Trade Center in Taipei.

The exhibition, with 22 participants representing 35 U.S. firms, featured a variety of advanced and sophisticated cardiological equipment; pulmonary apparatus; ophthalmologic, pediatric, renal, clinical-laboratory, and medical-diagnostic equipment; prosthetic devices; gynecologic kits; X-ray apparatus and supplies; operating room equipment and surgical instruments; and general hospital equipment.

The event drew more than 2,000 visitors from the medical profession, clinical laboratories, hospital administration, and government offices related to health care programs. Exhibitors recorded off-the-floor sales of $850,900 and projected sales of $7.8 million over the next 12 months. Each of the eight exhibitors seeking representatives had appointed an agent by the close of the exhibition.

Medical facilities in Taiwan will increasingly require sophisticated equipment and technology-intensive devices for use in patient diagnosis, monitoring and treatment. The National Health Administration expects to increase the number of civilian hospital beds by more than 13,000 by 1985, and eventually to have at least one modern hospital in every city and county.

Locally manufactured hospital and medical equipment, limited to simple devices and supplies produced by about 20 firms, provides little competition. Demand is satisfied primarily by imports, and U.S. manufacturers are the leading suppliers—with Japan as the major competitor. Although U.S. prices of such equipment are often higher than those of third-country suppliers, U.S. products are competitive—mainly because of their advanced technology. The new generation of physicians is mostly U.S. educated and thus prefers U.S. medical equipment. This trend is reflected in the figures for the annual growth rate of U.S. health care equipment sales to Taiwan, up 83.5 percent in 1976 over the preceding year.

IN TAIPEI—*Representative (right) of Abbott Laboratories, Chicago, discusses automatic chemistry analyzers with potential customer at U.S. Trade Center show.*

COMMERCE UPDATE

EXPANDING WOMEN'S ROLE IN BUSINESS--A $153,000 technical assistance grant from Commerce's Economic Development Administration will go to a program conducted by the American Woman's Economic Development Corporation. Operating in New York as a model for similar programs in other cities, it seeks to provide women with management expertise essential to successful participation in business ventures.

NON-PRODUCTION BRAKES ON U.S. PRODUCTIVITY--A new study by Brookings Fellow Edward F. Denison shows how America's productivity and economic growth have been slowed by environmental protection requirements, employee safety programs, and crime. Denison's conclusion, in a January article in Commerce's "Survey of Current Business," is that economic output was 1 percent smaller in 1975 than it would have been if 1967 anti-pollution conditions had still prevailed, 0.4 percent smaller because of post-1967 safety requirements, and 0.4 percent smaller due to rising crime and dishonesty.

FOR ALASKA'S MARINE RESOURCES--A $910,000 Sea Grant from Commerce's National Oceanic and Atmospheric Administration to the University of Alaska will help develop the state's unique marine resources. It will also assist in marine education, marine safety and seafood processing. It will be matched by about $850,000 from the university, various state agencies and private industries.

ANNUAL U.S. STATISTICAL ABSTRACT--The 98th edition of the "Statistical Abstract of the United States" contains more than 1,500 tables about the nation and its people, 131 of them new this year. U.S. Government bookstores are now selling it at $11 for the clothbound and $8.50 for the paperbound copy. The price includes the cost of "USA Statistics in Brief, 1977," a handy companion reference work.

U.S. CUSTOMS COLLECTION—More than $6.5 billion in duties and taxes were collected last year by the U.S. Customs Service, up about 15 percent from 1976. A breakdown of collections by districts for fiscal year 1977 shows: New York Seaport, $1,168 billion; Los Angeles, $744 million; JFK Airport, $471 million; Detroit, $328 million; San Francisco, $284 million; Philadelphia, $261 million; New Orleans, $252 million; Chicago, $223 million; Boston, $217 million; Houston, $190 million; Seattle, $188 million, and Baltimore, $178 million.

BUSINESS LIAISON DESKS—U.S. Commissioner of Customs Robert E. Chasen has set up a "business liaison" position on his staff to act as a link between Customs and the business community. Similar positions are to be established in each of Customs' nine regions.

TWO HUNDRED-MILE JOINT FISHING VENTURES—Foreign vessels within the 200-mile coastal Fishery Conservation and Management Zone may be permitted to buy or receive fish caught by U.S. fishermen, under an interim policy proposed by the National Oceanic and Atmospheric Administration. Vessel owners would get permits issued by the Secretary of Commerce after determinations relating to fish conservation, processing capability and impact on U.S. consumer prices and U.S. employment.

FRANCHISING IN THE U.S. ECONOMY—U.S. franchisors of goods and services expect sales to rise 13 percent to $280 billion this year, according to a Commerce Department survey. Franchised outlets are projected to reach 468,000, up 4 percent over 1977. Last year, when nearly 10,000 gasoline service stations closed, the comparable gain was 2 percent. "Franchising in the Economy 1976-78" is based on Census data plus an in-depth survey of 1,166 franchisors and is for sale at $2.50 from Superintendent of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

ECONOMIC CENSUS OF 1977—Questionnaires related to the 1977 Economic Census are due and returnable to the Census Bureau at this time. The Bureau reminds those who have been asked to respond–and have not–that their answers help provide facts about the structure and functioning of the U.S. economy and are thus vital to both government and business.

Federal Spending Growth Trimmed In Favor Of Tax Cuts

This article was written by Chief Economist Courtenay M. Slater in collaboration with staff economist Martha Davis.

Dr. Slater

The first complete Carter Administration budget, presented to the Congress last month, will use tax policy to promote economic growth while tightly controlling Federal spending. The budget for fiscal 1979 proposes $25 billion of tax cuts designed to sustain the recovery and a minimal spending increase of about 2 percent in real terms. This percentage increase in spending is smaller than the expected growth in Gross National Product, implying a drop in the percentage of GNP represented by the Federal budget.

The budget and the economy

Yearly GNP growth of 4.5 to 5 percent is sought by the Administration in order to achieve further reductions in unemployment and reduce the gap between actual and potential GNP, a gap which is now equivalent to about 5 percent of GNP. Like last year's package of tax cuts and employment programs, the stimulus proposed for later this year should be effective in sustaining healthy growth rates. Tax and spending changes in the new budget will raise output about 1.7 percent above otherwise expected levels and lower the unemployment rate by perhaps one half a percentage point by the end of 1979. The Administration's short-range economic forecast (Table 1) incorporates the expected impact of this fiscal policy.

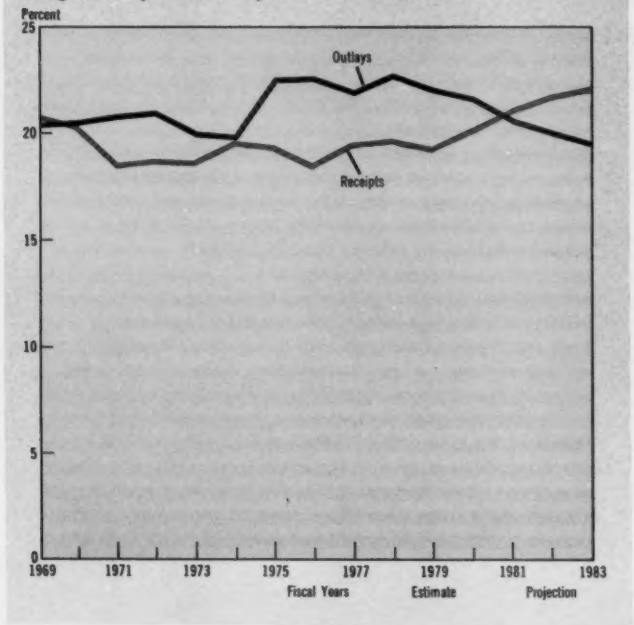
Table 1. Administration Economic Forecast

Calendar years; in billions of dollars

	Actual	Forecast		
	1976	1977	1978	1979
Gross National Product	$1706	1890	2099	2335
Growth of Real GNP (percent)	6.0	4.9	4.7	4.8
Percent change in CPI (December over December)	4.8	6.9	6.1	6.0
Unemployment rate in 4th qtr.	7.9	6.6	6.2	5.8
Corporate profits	$ 157	172	192	217
Personal income	$1383	1536	1704	1892

Chart 1

Budget Outlays and Receipts as a Percent of GNP



The emphasis on tax cuts in the President's stimulus proposals reflects the Administration's goal of a recovery led by private sector expansion. Private consumption and investment will be boosted by the proposed tax changes, enabling the private sector portion of GNP to grow faster than government spending.

The projected 1979 deficit of $60.6 billion implies a slightly less stimulative fiscal policy than that of 1978, but both budgets are more expansionary than last year's policy. The deficits for all three years are greatly enlarged by the effect of economic recession, since high unemployment depresses tax receipts and necessitates more transfer payments. When taxes and expenditures are adjusted to the levels that would occur at about a 5 percent unemployment rate, the deficit is $18 billion in calendar 1977, $27 billion in 1978, and $23 billion in 1979 (National Income Account basis). These "high employment" estimates more accurately reflect the stimulative effect of the budget and the relatively tight rein on spending in 1979.

The continuation of a relatively high deficit in 1979 has raised some fears of "crowding out" of private investment demand by public borrowing and rising interest rates. The degree to which this occurs will depend upon the supply of credit as well as the demand for it. It is expected that the supply of funds will be sufficient to satisfy both public and private borrowing demands in the next two years.

The increase in Federal government borrowing needs is expected to be $12 to $15 billion in fiscal 1979, largely because government assets will not be drawn upon as a source of financing as they will be in 1978. Personal savings should rise about $20 billion. Other sources of capital include inflows of foreign capital (attracted by the relatively high interest rates in the U.S.) and surpluses emanating from State and local governments. The latter two savings supplies have been important sources of investment funds recently and will continue to be important, though not necessarily growing sources. The aggregate surplus of state and local governments, now running at about a $30 billion annual rate, would be sufficiently large to finance nearly half of current Federal borrowing needs.

Net Federal debt (that held by the public) will rise with this new borrowing, but, when measured as a percent of GNP, it will change only slightly in the next two years. Another perspective on the Federal debt can be gained from Chart 2, which shows the small size of public debt relative to that incurred in the private sector.

The question of whether the proposed budget is inflationary also deserves to be addressed. Inflation would result if fiscal policy generated more demand for goods than could be met by existing productive capacity. However, the excess capacity in our plants and the high unemployment rates the United States currently faces suggest little prospect of difficulty in meeting expected demand growth.

Another kind of price effect will, however, result from certain Federal policies. The social security tax increases legislated in 1977, and the proposed excise tax on energy use are expected to add about one percent to the price level by the end of 1979.

The relationship between the economy and government spending runs in both directions. The level and type of spending affects inflation and growth, but these economic trends also affect spending and the deficit. A substantial portion of the expenditure increases in recent years has been in response to inflation. This includes such items as cost of living increases in social security and Federal retirement benefits. Likewise, high unemployment has meant increased spending for unemployment compensation and employment and training programs.

The 1979 outlay and receipt estimates depend crucially on the Administration's assumptions of strong economic growth for the next two years. Deficits in 1978 and 1979 are necessary to keep the economy growing steadily, and it is only through such growth—which will produce lower transfer payments and rising tax revenues—that we can hope to attain a balanced budget in the 1980's. Projections of outlays and receipts in the next five years assume that such sustained growth will occur and that unemployment will continue to fall after 1979. Chart 1 shows how, with this scenario and no further tax changes enacted after 1978, a budget surplus will appear by fiscal 1981. Without new tax reductions or spending initiatives the surplus would rise rapidly in the early 1980's, exerting a strong restrictive influence on economic growth. Hence, the Budget document recognizes the likely need to consider further tax reductions during that period if growth is to be sustained.

Table 2. Budget And Effects Of Proposed Changes

Fiscal years; in billions of dollars

	1977	Estimate			Projections		
	actual	1978	1979	1980	1981	1982	1983
Receipts							
Current services	356.9	400.7	463.8	528.7	607.7	685.5	758.7
Income tax reductions and reforms		—.2	—23.5	—24.7	—27.0	—29.6	—33.8
Energy proposals		—.1	1.1	2.9	4.3	5.5	7.9
Other proposals			—1.9	—1.5	—1.0	—3.8	—6.6
Budget Receipts	356.9	400.4	439.6	505.4	583.9	657.6	726.1
Outlays							
Current services	401.9	460.4	492.4	528.9	552.1	581.7	612.9
Proposed legislation and other changes		1.8	7.8	14.0	23.3	30.7	37.1
Budget Outlays	401.9	462.2	500.2	542.9	575.4	612.4	650.0
Surplus or deficit							
Current services	—45.0	—59.7	—28.5	—.2	55.6	103.8	145.8
After proposed changes	—45.0	—61.8	—60.6	—37.5	8.6	45.2	76.2

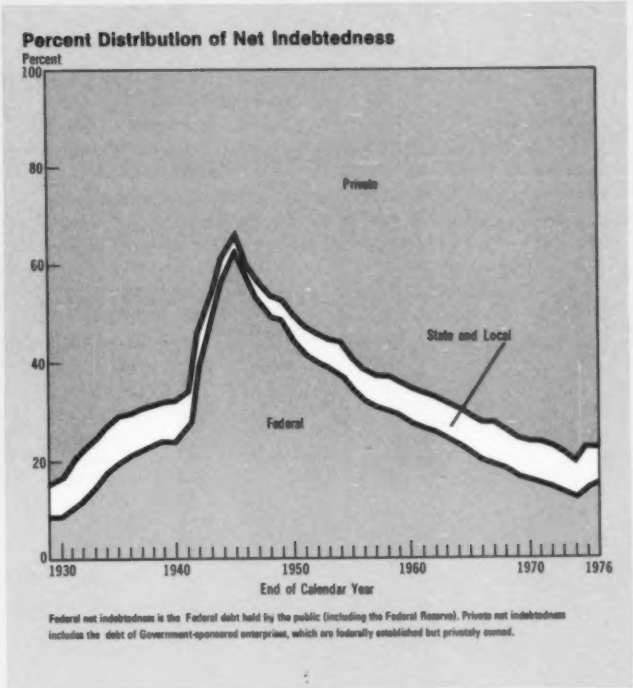


Chart 2

Tax proposals

The essence of the tax changes proposed by the President is a reduction in income tax rates for individuals and corporations. The lower personal rates will reduce individuals' tax burden in 1979 by $23.5 billion. The personal exemption would also be replaced by a $240 tax credit. In reducing taxable income the exemption lowers taxes most for high-income persons; substitution of a tax credit will make the system more progressive and increase the number of families who owe no taxes to the Federal Government.

Proposed tax reforms will offset part of the reduction, bringing the net tax cut to $16.7 billion, an amount sufficient to offset higher social security taxes and inflation-induced increases in income tax burdens in 1979. One-earner families with incomes as high as $20,000 generally will receive income tax cuts greater than the increase in their payroll taxes next year. The same will be true for two-earner families with incomes up to $35,800 (assuming each worker earns approximately 50 percent of total family income).

Corporate profits tax rate reductions are also proposed, as well as a broadening of the investment tax credit. These would reduce revenues $8.3 billion in 1979, but revenue-raising reforms would again offset part of this. The next decrease of $5.7 billion in corporate profits taxes would directly increase the cash flow of corporations, enabling them to expand investment plans and increase stockholder dividends.

These tax reduction proposals mean that corporate and personal income taxes will rise more slowly than other revenues in 1978-79. Excise tax receipts will grow fastest because of the proposed energy tax increases, despite the proposed reduction in telephone excise taxes; social insurance contributions will also

Distribution of Federal Sector Receipts by Category

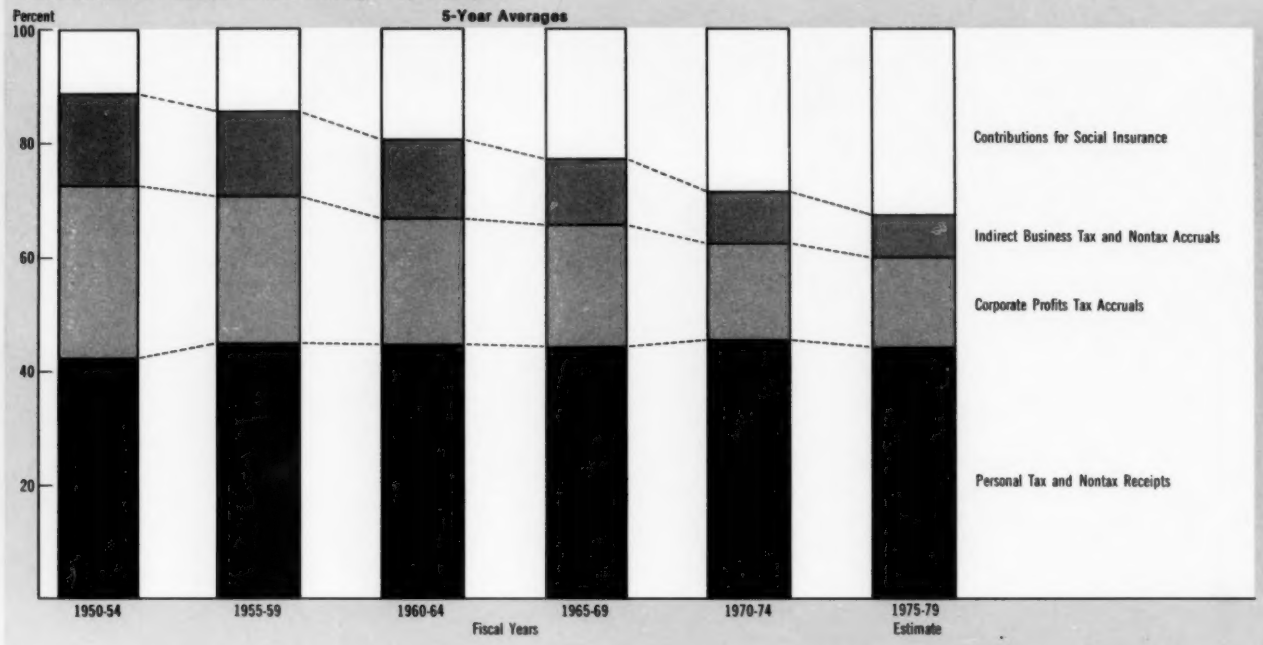


Chart 3

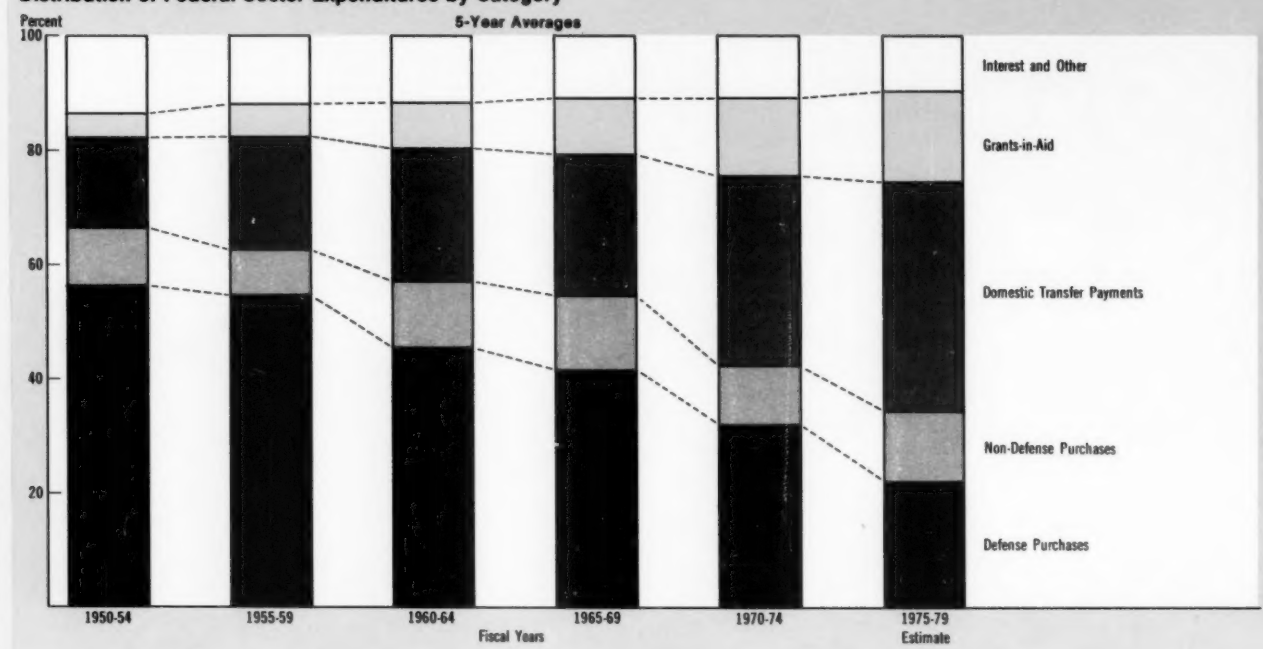
rise faster than the average for all receipts, due to tax rate and ceiling increases this year and next. These developments will reinforce the trend of increasing reliance on social insurance payroll taxes and diminishing importance of income taxes, as shown in Chart 3.

Federal spending

The composition of Federal spending has changed steadily in the last two decades, as proportionately less is spent on direct government purchases. Transfer payments to individuals and to State and local governments have been the fastest growing components of the Federal budget, and now constitute about 56 percent of the total. (See Chart 4.) One manifestation of the decreasing share of purchases in the Federal budget is the level of Federal employment (the purchases category includes the wages and salaries of Federal employees). The level of Federal employment has remained essentially unchanged during the last

Chart 4

Distribution of Federal Sector Expenditures by Category



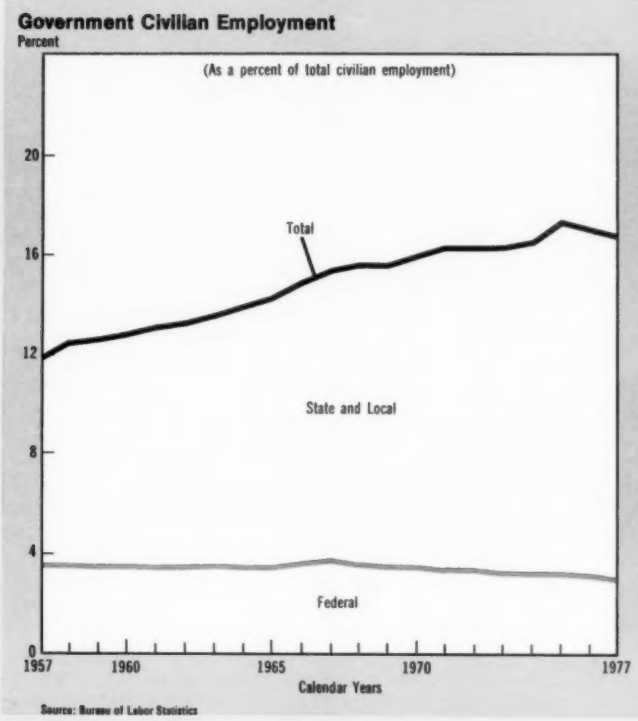


Chart 5

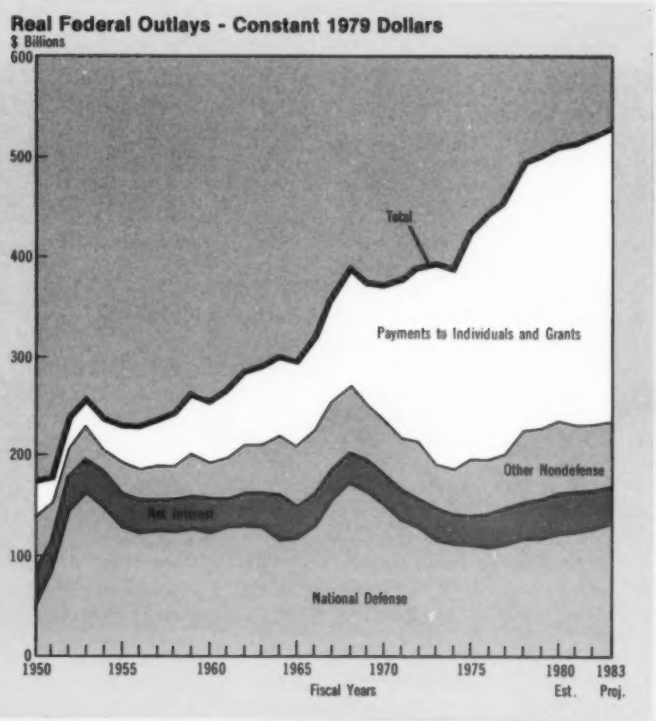


Chart 6

10 years and has declined steadily as a percent of total U.S. employment, as indicated in Chart 5.

Most of the outlay increases included in the 1979 budget are mandated under existing laws, much of it from cost-of-living increases in social and health insurance payments and government salaries. Of the proposed $38 billion increase between fiscal 1978 and 1979, $30 billion of it falls into this category. Given the Administration's desire to strengthen energy, defense, and education and training programs, there was very little room left for other increases and in fact spending for a number of programs was actually cut, among them aid to State and local governments, housing credit programs, and local public works grants.

Policy changes implied by the budget can be most easily seen by a comparison of the new budget proposals with the current services levels. Current services estimates represent spending which would occur if programs continue at levels mandated under current policy, with increases for inflation where this is legislated, such as for social security payments. Table 3 displays the reductions and increases now proposed for budget outlays in fiscal 1979 compared with current services levels.

Among functional categories, energy program budget requests show the largest increases (23 percent or $1.8 billion) over 1978; this results mostly from expanded conservation programs and a buildup of a national petroleum reserve. Employment and training programs will receive 17 percent more funds, especially for youth training programs. Public service employment will continue in 1979 at the higher level expected in 1978. Federal (non-college) education programs and national defense also will receive above-average increases.

The other major impetus to spending will come from social security and health insurance. Despite their decrease from current services levels, these outlays will rise at an above-average rate, and this growth is important since these two categories will constitute about 29 percent of total 1979 outlays.

One major source of current budget growth should be missing in 1979. Agriculture spending, mainly on farm price supports, is rising dramatically this year but is expected to drop sharply in 1979. The large supplies and low prices of farm products in the past year have necessitated high price-support payments; these should decline next year, but such spending projections are more tentative than most, since they assume normal weather conditions here and abroad.

New program initiatives have affected 1979 outlays little. The President's welfare reform proposal adds little to social welfare spending until after 1980. Spending increases in some existing urban-related programs have been built into the budget, but whatever new proposals for urban revitalization are announced in March are expected to be funded primarily out of the budget's $3 billion contingency fund.

The budget document also contains new estimates of Federal outlays and receipts in the current fiscal year. The Administration expects to spend $462.2 billion and receive $400.4 billion in 1978, for a deficit of $61.8 billion. This is a larger deficit than the last official estimate, primarily due to another upward revision in price-support payment estimates.

Table 3. Current Services Outlays Compared With 1979 Budget

Fiscal years; in billions of dollars

Current Services, Total	**492.4**
Proposed reductions	
Medicare and Medicaid hospital price increase limitations	— .7
Social Security changes	— .6
Other	— .4
Subtotal, reductions	—1.8
Proposed increases	
Energy programs	2.1
Fuel efficiency tax refund	1.3
Education, training, employment and social services	1.0
Defense	1.0
International affairs	.3
Transportation	.3
Taxable municipal bond option	.1
Contingency fund	1.7
Other	1.8
Subtotal, increases	9.6
President's request for 1979	**500.2**

GERMANY HOPES TAX CUTS WILL ACCELERATE GROWTH; U.S. SALES UP MARGINALLY

The German Government is aiming for GNP growth of 4.5 percent in 1978, a rate it judges to be consistent with its obligations both for furthering world economic expansion and stability and for domestic price stability. Many observers do not believe that current economic indicators point toward so strong an upturn this year, notes the U.S. Embassy in Bonn. The consensus view of the five German economic institutes is that GNP growth, without more stimulation than now foreseen, will only be about 3 percent. This rate of expansion would be neither sufficent to stop a further rise in the numbers of the unemployed, now more than 1,000,000 (seasonally adjusted), nor to stimulate imports enough to have any appreciable effect on Germany's principal trading partners.

Last year was in most respects a disappointing period for the German economy. GNP rose by only about 3 percent, while unemployment remained at the previous year's level of about 4.5 percent. One bright feature of the economic situation was a continued moderation of inflation.

In an effort at pump-priming the economy the Federal Government is increasing budgetary outlays in 1978 by 10 percent and cutting taxes by an estimated DM 11 billion. These moves encompass benefits for investors and consumers and should boost private sector expenditures on all fronts this year. As a further anti-cyclical fiscal measure, state governments are being urged to advance their capital outlay programs.

Marketing In Germany

Detailed information on the market for U.S. goods in Germany is contained in OBR 77-62, *Marketing in the Federal Republic of Germany and West Berlin.* This 43-page report, published November 1977, is available for 50 cents from any Commerce District Office or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

An important drag on the economy has been the blocking of a number of public works projects because of environmental considerations. Generating the most controversy have been atomic power plants, but road and other construction projects have been halted as well. It has been estimated that up to 50,000 jobs and DM 20 billion of projects have been affected by legal actions and administrative delays arising out of environmental considerations.

Some observers are also critical of the tax package as a pump-priming device. It is argued that a permanent restructuring of income tax rates would be a stronger incentive to consumption and investment. The changes in the tax system just legislated are widely regarded as ad hoc, hence the taxpayer remains uncertain about his future tax liabilities and his future disposable income.

German Government spokesmen say no further economic stimulation will be considered until the late spring of 1978. If the economy then has failed to respond to the desired degree, presumably the authorities will opt for additional fiscal stimulus.

U.S. exports to the German market rose only marginally in 1977. The U.S. market and those of the oil-export countries were the most buoyant for German exporters in 1977. U.S. exports should benefit from a modest increase in the rate of import demand in coming months.

Germany's 1977 investments in the United States again outpaced U.S. investments in Germany. During the first six months of 1977 German investments totaled DM 748 million, while U.S. flows to Germany came to DM 559 million. Until 1975, the balance had always been in the direction of Germany. Thus, despite several years of massive German investments here, the overall U.S. direct investment position in Germany remains dominant.

The appreciation of the mark against the dollar has probably influenced the pace of German investment in the United States. Perhaps more important has been the shift in wage costs. At current exchange rates German labor is more expensive than its American counterpart. Some German investments are being made in order to maintain market shares. This trend seems likely to continue.

New marketing center in Cologne

The Department of Commerce maintains an International Marketing Center in Cologne (Bahnhofstr. 1-9, 5000 Koeln 1), to help U.S. manufacturers and exporters promote their sales in Germany. The staff of the IMC operates Commerce-sponsored U.S. group exhibits at select German trade fairs, offering American manufacturers an excellent opportunity to introduce their products into the German market at low cost. In addition, for a nominal charge, a limited exhibit space is available within IMC premises to U.S. manufacturers who wish to market their products in Germany.

GERMAN PORTS GET INFORMATION SYSTEM—*The ports of Bremen/Bremerhaven recently inaugurated a unique port information and documentation system designed to provide computerized control over all shipments from point of origin to final destination. The electronic information system, built by Siemens AG., is known as "COMPASS" (Computer Oriented Management of Port And Shipping Services). Each of the more than 100 firms participating is tuned in to the system through a console like the one above, being tested by Germany's Minister for Research and Technology, Hans Matthoefer. Looking over his shoulder are Bremen's Senator for Ports, Shipping and Transportation, Oswald Brinkmann, and Consul Gerhard Beier (far right), Chairman of the Bremer Lagerhaus Gesellschaft (Port Operating Company of Bremen).*

JAPAN'S OUTLOOK MUDDIED BY OBSTACLES TO EXPORTS, WEAK DOMESTIC DEMAND

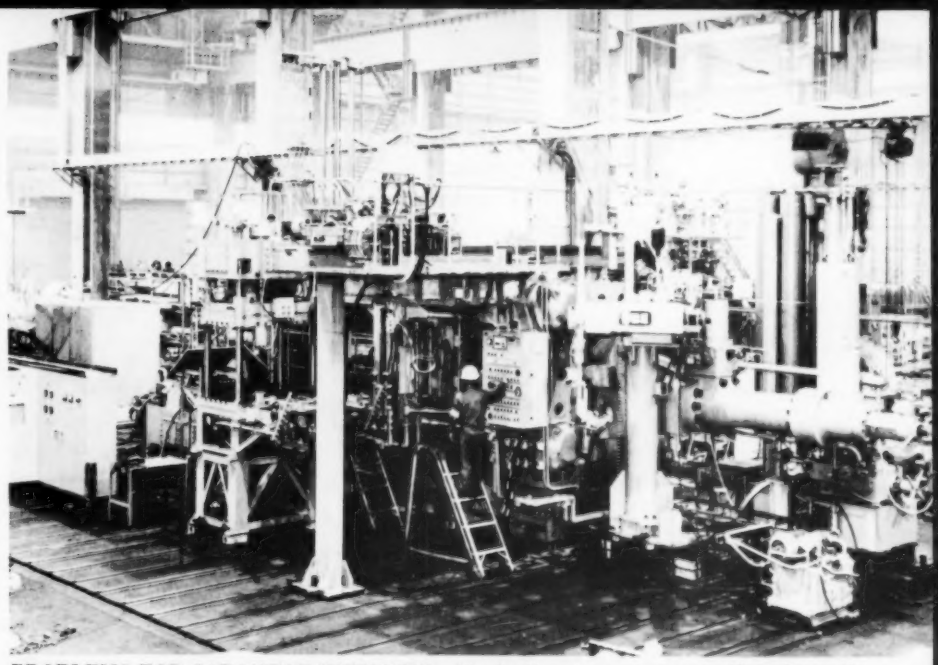
Japan's economic growth is not expected to reach its original target for fiscal 1977, which ends March 1978. Japanese Government spokesmen estimated in December that the growth rate would be 5.3 percent rather than the 6.7 percent originally projected. A major effort to bring expansion back to a higher level now appears to be under way. Japanese officials announced near the end of 1977 their intention of providing additional fiscal stimuli with the object of achieving a 7 percent growth rate in fiscal 1978.

According to the U.S. Embassy in Tokyo, Japan's prospects for economic growth during the coming months appear to hinge mainly on the development of private domestic demand. The newly planned government expenditures, of course, also can contribute fairly substantially to expansion. There is, however, little likelihood that the external sector will continue to be a source of net growth, since for this to occur the already large running excess of exports over imports would have to increase.

Consumption and private housing investment are the major kinds of Japanese economic activity which are difficult to predict. With respect to consumption, the slowing of inflation would tend to weaken the consumer's impulse to save against anticipated rapid price rises; and it has contributed to growth in real incomes. On the other hand, the economic slowdown and continuing unemployment have led to slower growth in nominal incomes. The combined effect of these contradictory influences on household spending is not easy to predict. Thus far, although current savings rates are high and scope exists for greater consumption spending, there is little evidence of a loosening of consumer purse strings.

With respect to housing, it is not yet clear how effective the government's November stimulative measures will be. There are indications that house buyers are to some extent substituting public credit for private borrowing.

Japan's export growth faces two major obstacles. One is the fact that the appreciation of the yen has damaged the competitive position of such Japanese export items as textiles, ships, synthetic fibers, chemicals and steel. The other is the impatience of Japan's trading partners with its continuing payments surplus as well as with the marked disruptions which its past export drives sometimes have introduced into their economies. Limitations already have been placed on Japan's exports of some specific goods to some specific countries, and the climate in Japan's foreign markets is generally not favorable to a further rapid expansion in exports.



PROBLEMS FOR JAPANESE INDUSTRY—*Production for export as well as domestic consumption has slowed. Here, a 2,200-ton Ube die-casting machine in operation.*

The effects of the yen rise, while not yet clearly apparent in the trade figures, already are widely reported to be serious. Although few bankruptcies thus far have been traced to a loss in competitive power through exchange rate adjustments, recent reports of export producers experiencing difficulty are frequent, and export orders are reported to have dropped sharply in October. As the problems of Japan's weaker export industries come more clearly into focus, some heightening can be expected of the strain which the structural difficulties of Japanese industry already are placing on the economy as a whole.

Import trend is upward

Insofar as Japan's economy resumes rapid growth, its imports may be expected to pursue a generally upward trend, particularly after the upward movement of the yen and amidst the current special effort on the part of both governments to encourage American exports to Japan. (See **"U.S.-Japan Consultations Open Market Doors" on page 2 of Feb. 13 issue.**) American suppliers, however, will have to do a good marketing job. Japanese endusers will be especially selective in purchasing capital goods, at least until plant and equipment investment advances from its present negative growth rate.

Coal, logs, grains and lumber can be expected to remain leading U.S. exports to Japan. Other promising product areas include computers and peripheral equipment, miscellaneous electronic components, process control instruments, food processing and packaging equipment, analytical chemistry/applied spectroscopy instruments, bio-medical equipment, electronics industry production and test equipment, pollution control and measuring equipment, lasers and laser systems, mechanical handling equipment, automotive parts and equipment, avionics and ground support equipment, printing and graphic arts equipment, building systems and materials, oceanographic equipment, and marine equipment.

Imports of consumer goods over the next few years may well grow at a faster rate than GNP. Consumer products expected to be in demand include those in the hobby and do-it-yourself home improvement field, high quality stereo components, personal health and grooming products, fashion wear and accessories, cosmetics, and sporting equipment.

Japan's multi-layered distribution system for consumer goods differs in several important respects from marketing practices common in the United States and other countries. Penetration of this high-opportunity segment of the Japanese market deserves special attention from U.S. exporters. Companies not familiar with Japan may wish to take advantage of the various export business information and introduction services available from the Department of Commerce, from the current series of marketing meetings in U.S. cities and from the U.S. Embassy and Trade Center in Tokyo.

Trade Center results

American firms participating in multi-firm exhibitions in the U.S. Trade Center in Tokyo in five product categories over recent months—analytical chemistry/applied spectroscopy instruments, electronic components, data management/handling, rehabilitation equipment, and hotel and restaurant equipment and supplies—reported a combined spot and one-year projected sales of $52 million.

During the second half of 1977 the Embassy and Consulates organized a pro-

jected total of 34 groups, including about 660 participants, to visit trade shows and dealers in the United States. The visitors included groups specializing in automotive parts, textiles, business machines, sporting goods, paints, and energy conservation. As of the end of November, 21 of the groups had reported combined spot and one-year projected purchases totaling about $17.4 million.

Investment pace is slow

In early 1976 the Japanese Government completed a program of liberalization with respect to investment from overseas. Four industries were exempted from this liberalization, and licensing policy sometimes inhibits new investment, domestic or foreign, in a number of others. Investment from overseas may be either in wholly-owned subsidiaries or in joint ventures. The Japanese Government tends to look with particular favor on the latter in cases where the overseas partner provides a high technological input.

New direct foreign investments in Japan during 1977 were modest. A primary limiting factor has been the impact which the recession in Japan has exerted on investment from foreign as well as from domestic sources.

A slight nominal recovery occurred in late 1976 and early 1977 in Japanese overseas investment. Japanese willingness to invest in the United States has increased as U.S. costs have continued to decline relative to other countries; and Japanese manufacturers continue to value the U.S. market access which direct investments provide.

PAKISTAN OPENS ECONOMY TO FOREIGN INVESTMENT

After a difficult six-month period in which political disturbances dislocated the economy, Pakistan is returning to relative stability under a martial law government, according to Gary D. DeVight, Commercial Officer at the American Consulate General in Karachi. DeVight prepared the following report in collaboration with the Economic/Commercial Sections of the American Embassy in Islamabad and Consulate General in Lahore.

The new government, reversing a six-year trend, has been encouraging new investment in the private sector. Its first move was to denationalize agricultural-based industries. These units, comprising 2,750 wheat mills, cotton gins and rice husking units, were nationalized by the previous government.

In another and much more important move, the martial law administration approved investment in 11 categories previously reserved to the public sector. These industries are: iron and steel, basic metals, heavy engineering — mechanical, heavy electrical industries, motor vehicles, assembly and manufacture of farm machinery, heavy basic chemicals, petro-chemical industries, cement industry, public utilities and vegetable ghee (partially hydrogenized oils) and edible oils. In most of these industries, subsectors will still be reserved to the public sector.

If the government continues its apparent policy of encouraging private investment, several areas hold increased promise for the sale of American machinery and equipment. Based on interest shown by Pakistani business, the following represent the best prospects for sale of equipment and technical service:

- Cement manufacturing equipment.
- Cotton ginning and machinery for the production of edible oils from cotton seeds.
- Equipment and supplies for the manufacturing of heavy electrical gear. Of special interest should be transformers up to 33 kv, control and relay panels, switchgears, circuit breakers, capacitors and insulators up to 33 kv and electric motors.
- Ferrous and non-ferrous forging and casting equipment.
- Machinery and technical assistance for the manufacture of tractor-drawn agricultural implements.

Since July 1977, the government has approved about $14 million in new American investment. These approvals include joint ventures for a sodium silicate plant and the manufacture of prefabricated housing. Both of these units plan on exporting most of their products and in both cases majority ownership by the U.S. company has been allowed.

Foreign oil exploration received a shot in the arm when the government introduced a new law governing exploration and development. This law provides for a 12.5 percent tax, a 50 to 55 percent royalty fee, duty-free importation of exploration equipment and a tax holiday for expatriate personnel. Union Texas and Husky Oil recently joined the foreign firms looking for oil in Pakistan. Any success would help slow the $400 to $500 million drain on foreign exchange spent on petroleum imports.

One of the most consistent complaints by foreigners attempting to invest in Pakistan has been the bureaucratic roadblocks that have often delayed government approval for months or years. The martial law authorities are trying to break this logjam but their success with the Pakistani civil service remains to be tested.

The government has been and remains a major purchaser of plant and equipment. For the public sector, the sale of American goods and services look brightest for oil and gas exploration and development equipment, oil refineries and petrochemical plants and equipment, and power generation and distribution equipment. There are also opportunities for equipment and systems to extract and process non-ferrous metals, port and railroad equipment, communication systems, and chemical plants and equipment. American engineering and consultancy enjoy an excellent reputation with a resulting good market for these services.

Cotton textiles, Pakistan's largest industry, suffered a major setback as a result of the worldwide recession beginning in late 1973. Plagued by a series of poor cotton crops, excess capacity, antiquated machinery and falling world prices, textiles have become a weak link in Pakistan's development plans. The martial law government is pledged to revitalize the industry. To regain its export markets, the industry will have to purchase a considerable amount of machinery, especially broad looms and dyeing and finishing equipment.

In spite of rapid industrialization since gaining independence in 1947, Pakistan remains basically an agricultural country, with 65 percent of the population on the land. As a result, the economic health of Pakistan greatly depends on its agriculture. The last wheat crop was about 9 million tons or close to self-sufficiency, and about 800,000 tons of rice are exported annually.

Pakistan's balance of trade position remains one of the country's most serious economic problems. For the fiscal year ending June 30, 1976, imports were $2,322 million with exports registering $1,142 million. Trade deficits are projected to remain in the $1.2 to $1.4 billion range for the next few years.

These deficits have been partially counterbalanced by Pakistan's ability to attract aid from the OPEC countries and the industrial nations. Of perhaps greatest importance has been the phenomenal growth of workers' remittances, mainly from the Mid-East. Remittances for the year ending June 30, 1977 stood at $575 million. With figures of $80 million per month being reported in late 1977, a projection of $1 billion for this fiscal year does not seem unrealistic.

Experience has shown that American companies interested in penetrating the Pakistan market should acquire a local agent. Personal contact and a detailed knowledge of local business practices are the keys to successful sales in Pakistan. An active, competent local agent is the only practical solution for most American companies. In addition, personal visits by company officials can significantly improve chances for sales. Such visits can easily be combined with trips to the Mid-East.

In summary, Pakistan offers a good medium and long-term market for American goods and services for those companies willing to devote a reasonable amount of time, effort and money in developing it.

ITALY'S PERFORMANCE UNDER STABILIZATION PLAN GETS FAVORABLE REVIEWS

Italy's spurt of activity at the end of 1976 carried over into 1977 and helped gross domestic product reach around 2 percent real growth in 1977. The government projects a similar 2 to 2.5 percent real growth in 1978, reports the U.S. Embassy in Rome.

Industrial production showed an average increase in 1977 of about 2.5 percent above 1976. Although new investment showed a net increase, it was still below the 1974 level and has been aimed primarily at replacements rather than expansion. Unemployment rose sharply in 1977, reaching 7.7 percent in July (measured by a new statistical series), with about half of the unemployment looking for a first job. Unemployment will remain a problem in 1978, along with slow rates of expansion and low investment.

With the exception of the public sector deficit, performance under the stabilization plan has been impressive. Inflation began to decelerate in 1977, and was only about 15 percent by the end of the year, compared with 22 percent in 1976. Further improvement is likely, but inflation will probably remain at the two-digit level in 1978. However, labor costs showed no improvement during 1977. The balance of payments improved remarkably with the deficit on current account only $759 million at mid-year and expectations for a surplus for the year. The government estimates a surplus in 1978 of around $2 billion. Government expenditures continue to climb at a rapid rate, absorbing a disturbing proportion of the nation's resources, thus reducing flexibility for demand management.

Despite the industrial slowdown induced by the stabilization program, 1977 U.S. exports to Italy approached the $3.4 billion annual level reached in 1976, although the U.S. share of total Italian imports probably fell below the 1976 share of 7.9 percent. While the major exports are machinery, agricultural products and chemicals, some of the best product sale opportunities are in the high technology area, particularly among those products and systems which can help raise the level of industrial productivity, a major contemporary concern in Italy. Rising labor costs, government incentives in support of "industrial reconversion", and legally-required anti-pollution equipment requirements all contribute toward building a substantial middle and long-term market for a wide range of state-of-the-art products.

Specific sector opportunities include computers and peripherals, a market which continues to boom as Italian commerce and industry strain to catch up with other major industrial countries. The fastest growth is expected in special purpose mini-computers, with an average rate of about 30 percent. Peripheral devices and memory storage systems should also experience rapid sales growth.

Telecommunications equipment represents a substantial potential market both for planned expansion within Italy and vis-a-vis Italian bidding on major communications projects in the Near East and North Africa. Best prospects include all-electronic telephone switching systems, data communications devices, all forms of microwave and Super High Frequency (SHF) telecommunications equipment, and equipment for telecommunications field testing.

Massive spending for energy

A major long-term opportunity is in the energy field, as Italy struggles to overcome its overwhelming dependence on foreign oil. The total cost of the approved plan for nuclear power plant construction is estimated at $13 billion, of which the United States could supply approximately $3 billion in equipment and technology. Beyond the basic plants, products and consulting services will be required in waste-handling and storage techniques, safety monitoring equipment, etc. A smaller scale opportunity is opening in the geothermal field, where the United States and Italy have signed a bilateral cooperation agreement.

There is a large and growing market for electronic industry production and test equipment. The U.S. share of the production and test equipment market is expected to grow, while the already large share in the components field should be maintained. Highest potential products include such items as: vacuum, lidding and melting furnaces; high vacuum equipment; micropositioning, handling and manipulating equipment; integrated circuit assembly machines and bonders; brazing, drilling, crimping, encapsulating, and coating machines.

Production process control instrumentation offers good potential, especially for the chemical, pharmaceutical, food packaging and processing, and steel industries, as well as for potable water supply networks and pollution control of waste water for municipalities and industries.

Other promising product areas are pollution control equipment, commercial and industrial security devices, avionics and ground support systems and equipment, and (in the long term, once current reform and expansion plans are funded and put into operation) health care equipment.

The progress so far of the Italian Government's stabilization program is an important step toward restoring foreign investor confidence in Italy. However, the inability of employers to vary workforce in times of prosperity and downturn works heavily against new investment, as do labor costs. In spite of government efforts to promote investment, uncertainty still plagues inward flow of investment, although to a lesser degree than six months ago.

U.S. investment inflow continues at a

U.S. EQUIPMENT ON ITALIAN VESSELS—*Three 79-meter tuna seiners, built by Societa Esercizio Cantieri (SEC) shipyard, of Viareggio, Italy, are each equipped with hydraulic deck machinery produced by Marine Construction & Design Co.* (MARCO), *Seattle, Wash. This is the second of the vessels, and was delivered in late 1977.*

low rate and consists mostly of expansion or modernization of existing facilities. A few U.S. companies have investment plans on the board, but not in the volume the government would like to see. A key factor in stimulating new investment will be the result of efforts to raise Italian industrial productivity levels and introduce an element of flexibility into the rigid structure of Italian labor relations. Although union leaders have theoretically recognized the need to restudy the labor mobility and cost issue, it remains to be seen whether significant progress—and therefore investment—will be forthcoming.

Italian engineering, construction, and telecommunications companies — strong competitors in the Middle East and less developed countries— are open to joint ventures and cooperation with U.S. firms on major projects. The latest development was a recent visit to the United States by a Government and Industry Delegation led by the Minister of Posts and Telecommunications. Additional visits by engineering sectors are anticipated this year—opening new prospects for U.S. business in these areas.

Italy Specifies Entry Ports For Steel, Textile Products

The Italian Ministry of Finance issued a new decree effective Jan. 25 which increases the number of designated ports of entry for steel and textile products. This decree supersedes another decree issued on Jan. 5 which restricted imports of certain iron and steel products to four customs centers and those of textile products to six ports of entry.

The new decree increases the ports of entry for steel products falling under BTN numbers 73.01, 73.2, 73.08 through 73.15 and 73.18, from four to 29. These ports are Ancona, Aosta, Bari, Brescia, Campo di Trens, Civitavecchia, Domodossola, Fernetti, Genoa, Gorigia, La Spezia, Marina di Carrara, Milan (customs house No. 1), Naples, Palermo, Piombino, Porto Torres, Ravenna, Salerno, Savona, Siracusa, Taranto, Tarvisio, Turin, Trieste, Udine, Venice, Ventimiglia and Verona.

The designated ports of entry for textiles falling under BTN numbers 55.05, 55.09, 56.07, 58.04, 60.03 through 60.05, 61.01 through 61.05, 62.02, 63.01 and 63.02, have been increased from six to 12 as follows: Bergamo, Biella, Como, Mondane, Montale (in Pistoia province), Naples, Piacenza, Prato, Turin, Varese, Venice and Ventimiglia.

The new decree exempts from the designated port of entry requirement imports arriving by air, parcel post or accompanied by travelers, and imports for certain uses, e.g., steel for offshore oil and gas exploration and production, textile samples, etc.

Israeli Policy Changes Improve Prospects For Sale Of Goods That Can Aid In Export Drive

Recent changes in Israeli economic policy have improved prospects for U.S. sales in that market, according to Richard Rueda Jr., Commercial Officer at the U.S. Embassy in Tel Aviv.

The government on Oct. 28, as part of its New Economic Policy (NEP), made the Israeli pound freely convertible and abolished almost all controls on current foreign exchange transactions. For the first time in the country's history the pound will be allowed to find its own level depending on demand and supply conditions. The pound depreciated almost immediately from approximately 10.40 to the dollar to 15.50 to the dollar—44 percent. Also, the existing 15 percent defense duty on all imports was abolished; ad valorem tariff duties of over 12 percent will be decreased by 20 percent, but specific duties expressed in pounds will be increased by 25 percent. The value-added tax was increased from 8 to 12 percent. All indirect tax rebates for exports were also abolished. Israeli businessmen will be free to keep bank accounts abroad and to carry out current transactions without limitations. Israeli citizens will be allowed to hold foreign exchange accounts in unlimited amounts in Israeli banks, up to $3,000 in foreign banks, and in addition to hold personally up to $3,000 in foreign currency.

A major reason why the government has adopted these radical and far-reaching changes is to improve the balance of payments by increasing exports and by attracting foreign capital to Israel. Due to these measures the cost of living was expected to increase by 10 percent during November-December, to a total of at least 40 percent for the whole year, almost the same increase as in 1976. Also, it is clear that in the short-run, the NEP will inhibit consumption. The government is devoting considerable attention to the problem of solving short-run dislocations so as not to affect adversely either exports or import substitution industries.

Although sales of some consumption goods are expected to fall, U.S. exporters on the whole should be able to benefit from the NEP. The emphasis should be on exports to those Israeli manufacturers who want to buy equipment that will increase their capacity to produce for export, or to those Israeli enterprises that will begin to produce import substitutes for their own domestic market. U.S. companies would do well to concentrate in this market and to emphasize that U.S. equipment increases efficiency, raises production and lowers wage costs.

Developments which have an important influence on markets in Israel for American products are Israel's Association Agreement with the Common Market and the beneficiary status of Israel under the Generalized System of Preferences (GSP). A third factor, the impact of the NEP, has already been noted. Since July 1, 1977 most Israeli manufactured items enter the EEC duty-free. By 1985, EEC exports of manufactured items to Israel will also be duty-free. Israel's access to the U.S. market under GSP means that over 2,700 items can now enter the United States free of duty under certain conditions. These two developments are the framework within which Israel is planning its major export drive.

The United States has during the last few years captured 18-24 percent of the Israeli import market for strictly civilian goods, according to official Israeli statistics. Most U.S. exports fall into three broad categories: foodstuffs, intermediate raw materials, and machinery.

The United States supplies almost the entire Israeli requirement for cereals and oil seeds. These commodities are purchased by Israeli Government agencies for resale. For these bulk commodities the availability of AID financing for imports practically guarantees that these purchases will be made in the United States.

Other food commodities are imported from the United States, but in much smaller quantities. There are even some prepared foodstuffs and beverages. Exporters of these items, however, in addition to facing relatively high duties, must also conform with strict dietary and food packaging regulations. Packaging is particularly important since Israel already has a long list of items that must be packaged in metric containers. This list will expand as time goes on and Israel integrates into the EEC and its production requirements. Even though it has been possible to obtain short-term exemptions on some of the items, it must be expected that the government will become increasingly strict in insisting that foods entering Israel conform to the metric packaging regulations.

The U.S. share of Israel's imports of intermediate raw materials and goods has also improved in most categories, but U.S. exporters will meet increasing competition from foreign suppliers in this market. Shipping costs are lower from Europe than from the United States and lower duties on EEC products will make price competition much more difficult in the future. Small price differentials might be offset by better quality control, more dependable delivery, better service, etc.

It is in manufactured goods and machinery that the U.S. position is strongest. The Israeli market is primarily a quality market as opposed to a price market. In machinery, Israeli purchasers want high productivity, quality, accuracy and de-

pendability. The provision of adequate spare parts and good service facilities are more important than mere price considerations. As Israeli exports increase, the expansion in the production horizon affords an opportunity for U.S.-made machinery which in the past has been handicapped by the small market existing in Israel. It is within this greatly enhanced production possibility that the following sectors offer the best potential for increased sales, despite what will undoubtedly be much stiffer competition from EEC producers, who have already started to enjoy reduced duties compared to U.S. products.

Electronics: The Israeli market for U.S. electronic production and test equipment and for electronic components should continue to be excellent. Yearly production growth in real terms of this sector is 14 percent, the highest of all local manufacturing sectors. Exports, in 1976 approximately $150 million, are expected to increase to at least $280 million in 1980. The requirement for U.S. test equipment is particularly high because local industry follows U.S. military specifications.

Computers: There is a great desire to modernize business and industrial processes and to keep labor costs down. Imports of computers and peripheral equipment reached almost $36 million in 1976. The United States had 40 percent of the market, but the United Kingdom has recently registered strong gains. The preference for the advanced technology and proven reliability of U.S. equipment is an advantage in this very sophisticated civilian and defense market.

Engines and Mechanical Power: The development of Israel's industrial base requires increased amounts of engines and other power equipment. Diesel engines of various sizes should sell well. Spare parts availability and after-sale service are key elements in selling in this market.

Metalworking Equipment: This is one of the two priority fields for Israeli export development. The local defense industry also has a demand for this type of equipment. Sophisticated machinery is desired, particularly that which can be combined with numerical controls manufactured locally and which are widely used.

Health Care Equipment: Health care equipment is a small but growing sector. Israel produces a great deal of its health equipment needs. It also exports sophisticated medical equipment. Exports from Israel totalled $12 million in each of the last two years. What is needed for import is sophisticated and specialized equipment.

Investment, Technology Transfer, and Joint Ventures: One of the best ways to sell equipment to Israel is to enter into some kind of joint venture or direct investment with local firms. Professional and scientific skills are plentiful and comparatively inexpensive in Israel. The government subsidizes research projects and also offers a wide variety of incentives for foreign investors. The investment law is to be simplified and made more effective during the next few months. Israel can be used as a point of entry into the Common Market because of its Association Agreement, described above. Israel also provides an efficient base for sales to Iran and to Southern Europe.

Joint venture and/or technology transfers often provide an opportunity to sell equipment and components to the local operation. This is particularly true for high technology fields such as electronics, medical equipment, etc. Israel expects exports of minerals to increase from $400 million in 1977 to $1.2 billion in 1985. In order to reach ths level, however, Israel badly needs new technology to exploit its low grade minerals. Such technology transfer also provides an opportunity for greatly increased equipment sales.

As already mentioned, the Israeli end-user is interested in quality, spare parts availability, good service and high productivity. For instance, despite the fact that U.S.-made automobiles are not too common because of the very high price of gasoline and the excessively high duties on larger automobiles, we have increased the sale of specialized vehicles such as earth-moving vehicles, tractors, and heavy-duty trucks. These are items where dependability is more important than price.

Within the overall categories discussed above, there are many new items that could find a good market in Israel. The same applies to other categories not discussed. The Israeli market is a complex and everchanging one. Factors of taste, quality, service and availability, as well as price considerations, are very important. Rueda urges exporters and manufacturers to contact the U.S. Embassy in Tel Aviv to explore whether their products could have a market there.

ISRAEL'S MEDITERRANEAN PORT OF ASHDOD—*Measures enacted under Israel's New Economic Policy should enlarge the role of foreign trade in the economy.*

FIGHT AGAINST INFLATION SLOWS ARGENTINE SURGE

Overall, 1977 was a good year for Argentina, with GDP growing almost 5 percent after two successive years of declines in production. However, at year-end the Argentine economy was suffering from a general malaise attributable to dampening effect of the government's stabilization program. A sharp deceleration in monetary expansion in the last quarter drove interest rates to unprecedented levels and increased the bankruptcy rate. The economic slump is expected to continue through the current quarter, with the economy gaining strength during the remainder of the year, according to the U. S. Embassy in Buenos Aires.

The government has clearly given combating inflation its highest priority and announced particularly austere fiscal and monetary objectives for 1978. Argentina's inflation, which at 170 percent in 1977 was among the highest in the world, has generated labor unrest among workers whose wages have not kept up with price increases and have therefore seen their purchasing power eroded. Government workers have suffered particularly from the government's restrictive wage policy and have been promised substantial wage increases in real terms over the next three years.

The external sector continued to record dramatic successes, with both exports and foreign exchange reserves reaching all-time highs in 1977. Although exports may drop a little in 1978, Argentina is expected to have a surplus in its balance of trade, although smaller than in 1977.

Argentina in 1977 was one of the world's most rapidly growing markets for U.S. exports, which registered a 48 percent increase during the first nine months of 1977. The outlook is good for continued expansion of U.S. exports to Argentina in 1978 as the economy generates increased

demand for imported products and in particular capital goods and raw materials.

Favorable factors include a recent liberalization of imports, reduction of import duties, and the record level of reserves. In the light of Argentina's strong financial position (reserves cover over 11 months of imports), U.S. private commercial banks and the Eximbank and FCIA have liberalized their lending, guarantee, and insurance policies to support U.S. exports to Argentina.

In addition, the IDB and IBRD in 1977 approved a total of $515 million in loans to Argentina to finance highway, industrial development, cellulose, gas pipeline, water supply, and petrochemical projects. Some of these projects will begin to be implemented during the next year and could present attractive opportunities for U.S. suppliers.

For a detailed assessment of export opportunities, interested U.S. suppliers may wish to obtain from the U.S. Department of Commerce a copy of the latest "Best Prospects" report for Argentina.

U.S. direct investment in Argentina totaled about $1.4 billion at year-end 1976, and, although figures are unavailable, continued to increase in 1977. The Argentine Under Secretary for Foreign Investments reported that 200 foreign companies invested around $250 million in Argentina in 1977, with half of the capital coming from reinvested earnings and the remainder from abroad.

The increase in foreign investment reflects renewed confidence by foreign investors in the investment climate of Argentina. The government has publicly welcomed foreign investment, promulgated a series of new laws providing for more favorable treatment of foreign investment, and proceeded to settle virtually all foreign investment disputes inherited from the Peronist regime. Although terrorist activity continues, the security situation has improved to the point that some foreign companies are beginning to assign their own nationals to positions with their affiliates in Argentina.

Assuming a gradual recovery of the manufacturing sector from its current slump, as well as continued economic and political stability, U.S. investment in Argentina is likely to continue to increase in 1978.

Aluminum Facility In Greece Plans Imports Of $40 Million

Aluminum de Greece, a subsidiary of the French firm, Pechiney, has just announced plans to embark on a $100 million expansion of its aluminum facility in Distomon, Greece. Aluminum de Greece will procure $40 million of the necessary equipment from foreign suppliers. The expansion is to be completed by 1980 and will raise the plant's output to 600,000 tons annually.

Calendar For World Traders

Feb. 28—New Orleans—Michel Smith of the Commerce Action Group for the Near East will speak at seminar on Doing Business in Iran.

Feb. 28-March 1—Washington—Fifth Annual Caucus of the Computer & Communications Industry Assn., Madison Hotel. Speakers include Rauer Meyer, Director of Commerce's Office of Export Administration. Information: 703-524-1360.

March 1—Dayton, O.—FCIB Forest Products Export Credit Group meeting, Stauffer Hotel.

March 1—New York—Seminar on services and policies of Export-Import Bank. Information: Susan Kousek, 202-659-6111.

March 2—Memphis—Arab boycott seminar will feature Kent Knowles of Commerce's General Counsel Office.

March 2—Milwaukee—How to Export to Japan seminar, Midway Motor Lodge. Wisconsin District Export Council, Japan External Trade Organization.

March 2—Hartford, Conn.—World Market Seminars, Sheraton. Morning session: Eastern Europe and the People's Republic of China (Albert Jankowitz and Rommell Cartwright of Commerce's Bureau of East-West Trade will speak); luncheon session: Current Developments in International Finance and Taxation (Vincent Travaglini, Director of Commerce's Office of International Finance and Investment, will speak). Greater Hartford Area Chamber of Commerce.

March 7—New York—FCIB Roundtable Conference, Summit Hotel.

March 8—New York—FCIB Book Exporters Credit Group meeting, Summit Hotel.

March 8—Milwaukee—Seminar on International Accounting and Tax Implications, Marine National Exchange Bank. Sponsored by Commerce District Office.

March 8—Charlotte, N.C. — Metrolina World Trade Club meeting. Alan Reich, Deputy Asst. Secretary of Commerce for East-West Trade, will speak.

March 8—New York—Stanley Marcuss, Deputy Asst. Secretary for Domestic Commerce, will speak at Practising Law Institute seminar on Arab boycott regulations.

March 9—Louisville—Int'l Credit and Finance Assn. meeting, Rodeway Inn.

March 9—Raleigh, N.C.—District Office conference on Trade with Japan. Commerce's Art Miyakawa will speak.

March 15—Detroit—Commerce's Alan Reich will speak at Chamber of Commerce luncheon.

March 15—Murfreesboro, Tenn.—Middle Tennessee State University seminar on Trade with Iran. Commerce speaker: Michel Smith of CAGNE.

March 15—Houston — Fourth Annual Houston World Trade Conference. Theme: Tomorrow's Trade & Investment Opportunities with Europe.

March 16—Philadelphia — District Office seminar on boycott regulations. Commerce's Stanley Marcuss will speak.

March 16—New York—FCIB Drug, Chemical & Food Export Club meeting, Summit Hotel.

INTERNATIONAL BUSINESS REPORTS

Guidelines for Exporting U.S. Food Products to Venezuela. Prepared by Jim Ross, U.S. Agricultural Attache in Caracas.

Because of the rapidly growing disposable income of Venezuelan consumers and their demand for higher quality food products, U.S. food exporters are finding that sector of the Venezuelan market highly profitable. This report covers tips for exporters, visa requirements, channels of distribution, market situation and outlook, and import regulations.

Contact: Tom Jacka, Country Specialist for Venezuela, Room 4036, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-377-4832.

1978 Directory of the American Chamber of Commerce in Italy. $30.

Contains an alphabetical listing of the members of the Chamber, a classified listing of the members, and alphabetical list of American firms operating in the Italian market, including U.S. subsidiaries.

Write: American Chamber of Commerce in Italy, 12, Via Agnello, 20121 Milan.

International Foreign Exchange Guide — 1978. Prepared by the Research Dept. of International Reports, Inc. $95.

Information on more than 110 countries provides foreign traders with analysis of foreign exchange facilities, official and private, as well as rate structure and convertibility of individual currencies. Topics covered include foreign exchange rules, official foreign payments facilities, transfer conditions, floating and fixed exchange rates, facilities to cover foreign exchange risks or forward exchange contracts. Based on input from official monetary authorities and private financial institutions, presented in country-by-country handbook format.

Write: FCIB Finance Library, 475 Park Avenue South, New York, N.Y. 10016.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign enterprises, major construction and expansion projects, and visiting buyers.

Licensing, Investment Abroad

0910—INDIA—Established multinational company active in India for many years is seeking contracts with American firms interested in **deep sea fishing.** U.S. firm would be expected to do feasibility study; provide technical know-how and key personnel; arrange for trawlers, preferably on a charter basis initially with an option to purchase; arrange for imports of equipment not available locally; help with processing and export of catch; and train Indian counterparts. Additional information available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78085. OPIC.

1000, 3600, 3823—INDIA—Firm seeks to obtain modern **mining electronic technology, equipment, instruments.** Is interested primarily in electronic mine safety systems and telemetry and communications for air density moisture, earth pressure thickness of mine wall and roof faults. For additional details contact Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78086. OPIC.

1500, 1600—SAUDI ARABIA—Well established trading firm recently registered separate company to undertake **road and building construction and civil works.** Initially, it will be able to bid on projects in range of $4 million to $6 million. Contact is desired with small to medium American contractors interested in collaborative arrangements. Salim H. Al-Mutawa, Mutawa & Azman Trading & Construction Co., P.O. Box 1155, Dammam; cable, CONTRACTOR DAMMAM; telex, 60019 SJ REDEC, att. Mutawa; telephone, 29407. P-78118. OPIC.

1522, 1542—NIGERIA—Building contractor currently having a $16 million contract to build 15 secondary school dormitories, seeks partner to expand operations. Has several major industrial projects coming up in Port Harcourt area for which it could subcontract. Firm also seeks services of experienced engineer. Principal of company plans to visit the United States in April for discussions with interested U.S. firms. Employs 250 persons; established in 1974. Richard S. Warmate, Mng. Dir., Chardway General Contractors & Co. Ltd., 1 Lagos St., P.O. Box 1018, Port Harcourt; telephone, 8025. P-78117. OPIC.

1611, 1629—KUWAIT—Privately owned investment company with share capital of $12 million wants joint venture arrangement with U.S. firm for **road and civil construction.** Both private and public projects will be undertaken. According to U.S. Embassy in Kuwait, firm's board of directors and founders are Kuwaitis well known in commercial and governmental circles. H. H. Al-Jumah, Arab Real Estate Co., P.O. Box 12244, Al Shamiyyah, Kuwait; cable ARABI; telephone, 446288 or 446338. P-78114.

1623—GERMANY—Consulting engineering firm wishes to exchange know-how for **pipeline construction, protection against corrosion and various kinds of pumps used in pipeline construction.** Founded 1955, firm has 18 employees; sales, $15 million. Hans J. Spieth, Mng. Dir., Fritz Spieth, Ingenieurbuero, Jakobstr. 49, Postfach 6050, D-7300 Esslingen 14; telephone, 711/345375; telex, 7256411. WTDR. P-78116.

1752 — SAUDI ARABIA — Joint venture partner is sought for **foundation and flooring contracting.** Firm started construction side of its business in 1976; has work force of 70. Clientele includes leading U.S. and Saudi contractors. Wishes to increase size and scope of its activities. Current work load estimated at $500,000. Company is under American management. Walter G. Wiedmont, Exec. V.P., Dihan A. Al-Ameery for Trade & Contracting Establishment, P.O Box 914, Alkhobar; cable, DIHAN DAMMAM; telex, 67006 SJ. P-78115. OPIC.

1781 — SAUDI ARABIA — Large, diversified firm seeks joint venture to drill **water wells** up to 1,200 m. depth. Needs technology. Reports annual sales of $13 million. Firm claims to have lead on $3 million drilling contract if it can locate U.S. partner. William L. Fieldhouse, Maintenance Project Mgr., Modern Electronic Establishment, P.O. Box 1228, Jidda; telephone, 27798, 36026; cable, ELECTRA; telex, 40035 Modern SJ. WTDR. P-78087. OPIC.

2000—GERMANY—Firm engaged in soft drink bottling wishes to expand operations. Seeks licenses to **produce additional food products.** Company has 4,500 customers throughout Germany including hotels, airport caterers, drugstores, restaurants. Established 1970, firm employs 120. Peter Buerfent, Jun., Geschaeftsfuehrender Gesellschafter der Firma Peter Buerfent GmbH, Coca-Cola Abfuellfabrik, Hohe Str. 91, 5300 Bonn-Tannenbusch, telephone, 2221/661081-86; telex, 08869558. P-78088.

2030—LEBANON—Firm seeks U.S. collaboration to establish facility for **processing fruits and vegetables.** Plant will be in Bekaa Plain area. Annual production capacity of plant will initially be 10,000 m.t. of fruit and vegetables annually, of which 70% will be frozen, 15% dried, 15% canned. Plant will utilize local and imported fruits and vegetables to meet local and export demand. U.S. partner would contribute brand name, technical assistance, machinery. Capital participation is negotiable. Abdelkader Araissi, Owner & Gen. Mgr., Societe Abdelkader Araissi & Fils, P.O. Box 11-1895, Charles Helou St., Byblos Bldg., Beirut. P-78089.

2086, 3272—NIGERIA—Seeks U.S. firm to **establish a precast housing factory** under three-year partnership or contract. Under either agreement, U.S. company would be expected to train workers and supply light weight reinforced concrete or cement construction material plus design for 3 to 4 bedroom houses. Nigerian firm, which manufactures industrial building, is also looking for U.S. partner to set up soft drink company in Bauchi State. Mohammed Ibrahim Gashash, Dir., TEACOL—Tropical Engineering & Construction Co. Ltd., 24B Jaafaru Bompai, P.O. Box 661, Kano; telephone, 0672-4888/4333; telex, 77143; cable, TEACOL, KANO. WTDR. P-78090. OPIC.

2841, 2842, 2844—EGYPT—Seeks to acquire know-how through joint venture to manufacture **perfume, cosmetics, toiletries, detergents and cleaning preparations.** Private sector firm currently makes acids, detergents, soda ash and related items. Habib Ibrahim Habib, Atlas Factory for Chemical Industries, 52, Abdelkhalek Sarwat St., Cairo; telephone, 919996/936833. P-78091. OPIC.

2843, 2869—UNITED KINGDOM—Seeks licenses to manufacture **specialty organic chemicals including esters and surface active agents.** It will consider representation, particularly if this were forerunner of licensing agreement. Established 1882, firm has 80 employees; annual sales, 1.5 million pounds sterling. It refines animal, fish, sperm oils; makes specialty chemicals including surface active agents, synthetic esters, wire drawing compounds, complete corrosion control systems for on and offshore structures. I. G. Barr, Dir., Highgate & Job Ltd., 60 Murray St., Paisley, Scotland PA3 1QH. P-78092.

3079—GERMANY—Seeks to exchange licenses with U.S. manufacturers of **high density polyethylene household bags.** Also wishes to produce **plastic films and sheets for other food packaging products.** Established 1971, firm has 35 employees; annual sales, 3.7 million deutsche marks. Herr Pannenbecker, Panplast GmbH, Dammstr. 100, 5300 Bonn-Holzlar. P-78093.

3241—NEW ZEALAND—Large manufacturer, distributor, importer, exporter of boilers, food processing machinery, pneumatic conveying systems and industrial pumps, pressure vessels, wishes to find U.S. licensing partner specialized in **fluidized bed combustion to produce calcinated materials such as pozzolan (a cement substitute) from oil shale.** Firm has had considerable experience in combustion, and requires rights for local production of equipment and use of technology in New Zealand. Is currently preparing bid on facility to produce 85 m.t. of material per day and anticipates having similar needs for other projects in future. Company is subsidiary of one of New Zealand's leading mechanical engineering companies. Derek Wiltshire, Mason Anderson Ltd., P.O. Box 19543, Christchurch; telex, NZ 4596. P-78107.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

3292—GERMANY—Leading German firm is seeking licensing arrangement for manufacture of **roofing insulation material** in Germany. Established 1888; employs 400. Bert Haushofer, A. W. Anderneck KG, Dachbaustoffwerk, Maarstr. 48, 5300 Ronn-Beuel 1; telephone, 02221/4051; telex, 886458 awab. P-78094.

3423 — PERU — Seeks license, trademark transfer to produce **soldering guns.** Prepared to purchase cases, switches, other components from U.S. licensor. Project involves production of 5,000 guns annually for Peru and probably 10,000 for other Andean Pact countries. Peruvian firm is small manufactuer of low capacity transformers and ballasts. Raul Santana, Mgr., Sociedad Andina De Herramientas Electricas S.R.L. (SAHE), P.O. Box 4783, Lima. Telephone: 625982. WTDR. P-78095.

3429—GERMANY—Manufacturer of **joint couplings, joints, cardan shifts and clutches for all types of vehicles and vessels** seeks licensing agreement for production of similar items. Established 1921; employs 200. Manfred Klein, Mgr., Eugen Klein KG, Gelenkwellen, Parkstr. 27-29, D-7300 Esslingen/Neckar; telephone, 0711/38915; telex, 07-256489. P-78096. WTDR.

3429—GERMANY—Firm seeks licensing arrangement for manufacturer of **air bags, a safety device to be used with safety belts in automobiles.** German concern is manufacturer and supplier of security locks, automatic seat belts and other security devices for automobiles. Established 1928; employs 530. Alex G. Fleischer, Mgr., Hans Kolb GmbH KG, Waldstr. 2, 8065 Grossberghofen. P-78109.

3443—FRANCE—French manufacturer of industrial boilers is presently seeking licensing rights for manufacture of **steam production or distribution equipment, heat exchangers, and auxiliary equipment for steam boilers.** Established 1962, employs 115. W. H. Spahr. Pres., Standard Fasel, Route d'Aspach, F-68700 Cerny; telex, 881623; telephone, 89-75.48.23. P-78097.

3443—JAPAN—Seeks technical licensing arrangement to build **LNG/LPG storage tank equipment and facilities** as follows: LNG and/or LPG storage tank equipment and facilities installed either above or underground; large cryogenic storage tanks, particularly vertical cylindrical cryogenic liquid tanks with flat bottom and double shell roofs. Company manufactures storage tank facilities for crude oil, gas and other liquids. For additional details contact Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78098.

3448 — THAILAND — Seeks licenses to manufacture **metal prefabricated buildings.** Firm, medium-sized developer and constructor of factories, has built a number of plants in Navanakorn Industrial Estates. Keith J. White, Gen. Mgr., Thai Factory Development Co. Ltd., Sarasin Bldg., 14 Surasak Rd, P.O. Box 2653, Bangkok. WTDR. P-78099. OPIC.

3500 — NORWAY — Important company with two subsidiaries seeks joint ventures, licensing agreements. Firm has over 60 years' experience in sheet steel products, electric heaters, office furniture, hot water radiators and automotive exhaust silencers. Recent products involve computer systems for text and information processing. Company seeks to expand existing product areas and markets. Primarily interested in manufacture of **finished products with relatively high degree of processing incorporating mechanical (hydraulic/pneumatic) electrical and electronic components.** Firm is prepared to develop new production and marketing capabilities. Initial market would be Norway followed by other Nordic countries. Company employs 1,050; annual sales reported at $130 million. H. J. Levold, Siv. Ing., Nobo Fabrikker A/S. P.O. Box 658, 7001 Trondheim. Telex: 55096. P-78108.

3553 — TRINIDAD & TOBAGO — Large manufacturer of wooden household and office furniture seeks to obtain equipment, technology to produce **threaded wooden connectors.** Firm believes production of connectors is well suited to its present capabilities. Allen E. Walker Dir., Lumber Industries Ltd., P.O. Box 155, Port of Spain. Cable, LILWOOD; telephone, 662/4411. P-78100. OPIC.

3559—GERMANY—Manufacturer of wide range of **presses** seeks U.S. licensee to make its products and is interested in obtaining technology to produce similar equipment in Germany. Firm's product line includes presses for thermosetting plastics; polyester, compression molding and automatic molding presses; thermoplastics block presses. Also conveyor belt and injection molding presses. Employs 700. Representative plans to visit U.S. in February to meet with interested companies. Mr. Schwaetzer, Maschinenfabrik J. Dieffenbacher GmbH, Postfach 1220, D-7519 Eppingen; telephone, 07262/1071; telex, 07 82 317. WTDR. P-78101.

3559, 3324—ISRAEL—Firm seeks assistance in modernizing existing **stainless steel foundry.** Is engaged in manufacturing pipe fitttings and sophisticated industrial ball valves in stainless steel grades 316 and 3044. Present production methods are shell folding and sand molding for larger sizes. It has a 1,000-lb. A.P.V. medium frequency furnace. Pouring is done by hand; cut-off by abrasive wheel; fettling by use of grinding wheels, sand belts and short blasting, and finally pickling. Approximate weight of metal cast is 1,000 t. gross per year with a net yield of about 350 t. Company is interested in increasing net yield without increasing labor. Following are some possibilities under consideration: (a) improve existing shell molding system and modernize pouring and fettling processes; (b) change molding system by investing in new and modern equipment or any other new process under licensing agreements; (c) improve machining section, particularly in areas of sophisticated handling systems and automatic feeding lathes. Company is interested in buying foundry equipment and other equipment. Arye Nitzan, Project Mgr. is planning to be in U.S. March 1-15. Interested firms should contact Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-377-3786. Firms may also write directly to Arye Nitzan, Habonim Cast Products Ltd., Kfar Hanassi 12305, Chevel Korazim; telephone, 067-37822; telex, 06-

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.6 of the above-cited regulations.

MALTA'S MARSA INDUSTRIAL ZONE—*These typical ready built factories are provided by the Malta government at low rents to foreign entrepreneurs. More than 100 foreign companies now have plants on Malta, and others are being encouraged to come, under the current Malta Development Plan to set up manufacturing facilities.*

40; cable, HARMET ROSH PINA. P-78111. OPIC.

3559—NORWAY—Seeks licenses, technology in **solid waste conversion.** Is primarily interested in following areas of waste conversion technology: (1) recycling of plastics and paper from urban refuse; and (2) air classification of solid waste from urban refuse. Firm is an important manufacturer of water and steam turbines, pumps, heavy plate, hatch covers. Annual sales of about $100 million. Employs 1,700. Fjorn Fagerhaug, Project Mgr., Kvaerner Brug A/A, Kvaernerveien 10, Postboks 3610 GB, Olso 1; telex, 11650. P-78106.

3569—FRANCE—Seeks agency or licensing agreement to market **filters.** Interests include self cleaning, automatic roll and ultra filters. Also filters for industrial machinery; chemical and marine applications. Firm presently makes filters for use with liquids. Employs 188, good commercial reputation. Jean Francois Tardy, Gen. Mgr., SOFRANCE, 8 Cours Bugeaud, 87000 Limoges. Telephone: 55/09130; telex, 580036. P-78102.

3589—ITALY—Well established manufacturer, supplier and contractor of industrial and municipal **air purification systems and waste treatment** plants seeks license and/or joint venture to make allied equipment. Company employs 185. Ing. Diego D'Andrea, Mgr., I. T. Impianti Tecnologici S.N.C., Via F. Giordani 23, 801.22 Napoli. P-78103.

3589—NEW ZEALAND—Large and well established firm seeks licenses to produce **industrial and commercial cleaning machinery.** Product interests include high pressure water/steam cleaners, chemical cleaning machinery, industrial vacuum cleaners and equipment for cleaning plant floors. Would market in the South Pacific area. Company has excellent reputation, extensive production facilities. Employs about 820. A. P. Robins, Mktng. Mgr., Niven Industries Ltd., P.O Box 5543, Auckland; telephone, 34446; telex, 2237. P-78110.

3621 — FRANCE — Seeks to manufacture under license **high frequency generators (2-3 kw.)** for built in cooking plates. Firm produces electric ovens and other cooking equipment for restaurants and kitchens in large institutions. Employs 500, and 60 salesmen. Good commercial reputation. Roger Thirode, Pres. & Gen. Mgr., SFEC—Societe Francaise Pour L'Equipement Collectif, 88 Rue Anatole France, 93700 Drancy. Telephone, 834-9354; telex, 680230. P-78112.

3861—SAUDI ARABIA—Seeks joint venture arrangement with American firm interested in entering into field of **microfilm systems, storage and retrieval.** Systems should be compatible with computer processes and will be initially employed in Saudi Government Departments and Ministries with long range objective of expansion into private industry. Dr. Walid Assaf, Talal Abu Ghazaleh & Associates Ltd. (TAGA), Subai Bldg., Apt. 704, Riyadh; postal address: P.O. Box 2195; cable, SSTARSJ; telex, 20106; telephone, 31246/31247. P-78104. OPIC.

7311, 7392—BAHRAIN—Large, diversified firm seeks joint venture arrangement to establish **advertising and public relations company.** Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78119.

7512—SAUDI ARABIA—Recently established firm under American management seeks U.S. partner to establish **car leasing business.** Contact is desired with U.S. firm having overseas experience in that field. Walter A. Wiedmont, Exec. V.P., Dihan A. Al-Ameery for Trade and Contracting Establishment, P.O. Box 914, Alkobar; cable, DIHAN, DAMMAM; telex, 67006 SJ. P-78113. OPIC.

Malta Offers Opportunities In Metals, Engineering

In a recently published supplement to the 1973-80 Development Plan, the Government of Malta has renewed its invitation to foreign companies to consider setting up manufacturing facilities on the island.

Malta, which lies within easy reach of the three surrounding continents of Europe, Africa and Asia, offers a strategic location for investment. The island has excellent relations with all neighboring countries and its location at the crossroads of the Mediterranean makes it ideal for investors interested in both the European and Middle East markets. So far, more than 100 foreign companies have established themselves in the island. Besides its location, the major attractions of Malta to the foreign investor are its political stability, abundance of skilled and semi-skilled manpower, low labor costs (skilled worker, $55 a week), an association agreement with the EEC, good communications and an incentives scheme for new industry.

Because of the country's long association with ship repair activities, the Malta Government feels that the metal industries and the industrial engineering sector in particular are exceptionally suited for Malta. A wide range of products falling within this category have been identified as suitable for manufacture in Malta, and the following are listed for guidance: springs, builders' hardware, valve and pipe fittings, weighing machines, high precision molds and dies, mechanical handling equipment, hoists and winches, small cranes, refrigeration equipment. Further details may be obtained from Leslie Agius, Embassy of Malta, 2017 Connecticut Ave. NW., Washington, D.C. 20008. Telephone: 202-462-3611. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a joint venture or licensing agreement, write to the Domestic Investment Services Staff, Bureau of Export Development, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Joint Venture

GERMANY—Brocade fabrics and woven cloth. Erich Roos, Owner, Erich Roos, Moderne Raumtextilien, Hagedornstr. 19-35, 4200 Oberhausen 11. File 3754.

Licensing

AUSTRALIA — Horticultural implement for hand aerating turf surfaces. Charles Smith, Better Methods, 274 Forest Rd., Bexley NSW 2207. File 3755.

AUSTRALIA—Special trailer hitch that is movable rather than in rigid position. R. H. Vetten, Dr., G.P.O. Box K770, Perth W.A. 6001. File 3756.

AUSTRIA—Garden tools. Integral Gastechnik, Gesellschaft mbH, Postfach 19, A 1041 Wien. File 3757.

GERMANY—Underground boring system that uses computerized rotating master (leading) device which measures and corrects deviations of tubes to be driven into

ground. Tests showed deviation of only 20 m. from ideal boring way at length of 115 m. As part of process, soil is horizontally frozen. System helps reduce noise and mud, eliminates traffic standstill. G. Hartmann, Admin. Mgr., Polytechnisches Institut, Dr.-Ing. Wolfgang Staender, Ruschgraben 139, D-7500 Karlsruhe 1. File 3758.

GERMANY—"Gasoline saver." Cast aluminum carburetor (supplement) device that could cut gasoline fuel costs up to 20 percent and reduces exhaust emission. Lutz Neumann, c/o Hans Zettelmeier GmbH, Postfach 9047, Mainzer Str. 198/208, 5300 Bonn—Bad Godesberg 10. File 3759.

GERMANY—Orthopedic sandal designed to provide wearer with proper and even support. Sole is constructed of pliable elastomeric material. U.S. Patent No. 3,722,113. Herr Birkenstock, Birkenstock Orthopaedie GmbH, Postfach 3, 5340 Bad Honnef/Rhein. File 3760.

GERMANY—Aligning tools for tubes, rods, pipes and like work pieces. Company provides consultant services and supplies tools to chemical plants, refineries, pipe constructors. U.S. Patent No. 3,566,507. Herr Jacobsen, H. Rosorius, Ingenieurbuero, Postfach 1806, 5300 Bonn. File 3761.

GERMANY—Diaphragm and non-return valves. Dr. Lothar Wurzer, Ferdinand Hoffstaetter Metallwarenfabrik, Koenigswinterer Str. 242, Postfach 510425, 5300 Bonn-Beuel 1. File 3762.

GERMANY — Bearing arrangement for axle or shafts provided with rotating gears in differential gear box used in various Volkswagen plants. U.S. Patent No. 4,037,492. Juergen Fesenmeyer, Fritz Himmermann K. G., Trierer Str. 57, 5374 Hellenthal/Eifel. File 3763.

GERMANY—Copper lance tips. Company is interested in licensing and eventually joint venture with U.S. copper-working company with surplus capacity. U.S. company should have good contacts with iron and steel industry, and preferably be selling refractories. Attn.: Dipl. Ing. Kurt Rabanus, V.P., Sales and Production, Saar-Metallwerke GmbH, Am Roemerkastell, 6600 Saarbruecken. File 3764.

GERMANY—High density polyethylene household bags. Company also wants to manufacture plastic films and sheets for other food packaging products. Herr Pannenbecker, Panplast GmbH, Dammstr. 100, 5300 Bonn-Holzlar. File 3765.

GERMANY—Mr. Goluecke, Epple KG, Spezialbaustoffe, Heimerdinger Str. 35, D-7251 Hemmingen, is offering following chemical construction materials: **synthetic resin plastic**, file 3766; **antileak cement**, file 3767; various kinds of **adhesives**, file 3768; **quick setting cement**, file 3769; **sealants, synthetic base**, file 3770; **bonding material**, file 3771; **gypsum materials**, file 3772; **silicon materials**, file 3773.

GERMANY—Hydraulic excavators and mobile cranes. U.S. company should be medium size, interested in helping develop a market study, and have hydraulic know-how. The German company is principal supplier of this type of equipment to German scrap metal dealers, especially those in recycling work. Reinhard Balk, Export Mgr., Johs. Fuchs KG, Maschinenfabrik, Leonberger Str. 38-46, Postfach 1340, D-7257 Ditzingen 1. File 3774.

GERMANY—Martin Ossner, Easy-Mount-Systeme, Michael-Kohlhass-Str. 1, 8080 Fuerstenfeldbruck, is offering following products: **Patented picture changing frames** (easy mount), file 3775; **modern lamps** (table lamps, wall lamps), file 3776.

GERMANY—Ribbons and rip-fastening materials, as well as "cover aplix" brand **wall covering material.** Company is interested in discussing with U.S. ribbon weaving mill possible co-operation and partnership. Company plans to invest capital in U.S. firm and become firm's European distributor. Ms. Binder & Dir. Albert Jaeck, Gottlieb Binder Bandweberei GmbH, Bahnhofstr. 19, D-7031 Holzgerlingen. File 3777.

GERMANY—Seaming machines, gallery frames, tilting tables, pivoting saddles and other equipment to be used by painters and carpenters. Inhaber Martin Weber, Lanz & Co., Anton-Bruckner-Str. 8, 8014 Neubiberg. File 3778.

GERMANY—Seamless oil tanks that are double-walled and made of continuous concrete steel and plastics equipped with leakage indicator. Herr Pfisterer, Owner & Mgr., Tankbau Pfisterer, Betonia GmbH KG, Postfach 33, D-7141 Benningen a.N. File 3779.

GERMANY—Oscillating head pile driver. Company is offering its license for specially designed pile and caisson driving system utilizing oscillating rotary motion in place of battering. Swinghead system is already being used in U.S. on bridge spanning Missouri River some 25 miles west of St. Louis, and can be used from floating platform to drive steel pipe sections of up to 3.5 m. in diameter. Bridge construction costs can reportedly be cut by one-third as compared to traditional systems. In addition to bridge building, system has been used for TV towers, radio telescopes, and micro wave towers, harbors and high rise construction. Hans Mathieu, Partner, Ingenieurbuero, Robert Hochstrasser, Stengelstr. 6, 6600 Saarbruecken 1. File 3780.

GERMANY—Toy-size gears, wheels, nuts, bolts, connectors, blocks, wrenches, wooden picture puzzles, and other products designed as learning and coordination aids for physically, mentally, and neurologically handicapped. Made principally for children; however, these products have also found use as therapeutic aids among elderly. Gerd Schroeder, Geschaeftsfuehrer, Helmut Leismann GmbH, Johannesstr. 4, 6600 Saarbruecken. File 3781.

GERMANY—Axial, roof mounted attic fans, and commercial, high pressure and radial fans. K. Reither, Gen. Mgr., Kunststofftechnik KG Poststr. 115, 5210 Troisdorf. File 3782.

GERMANY—Chemical pumps of plastic construction that are made of corrosion-resistant thermoplastic materials. Firm maintains that its pumps, in addition to pumping oil, cooling water, sea water, etc., can handle most aggresive liquids, such as acids, lyes and solvents. K. Reither, Gen. Mgr., Kunststofftechnik KG, Poststr. 115, 5210 Troisdorf. File 3783.

GERMANY—Joint couplings, joints, cardan shafts and clutches for all types of vehicles and vessels. Manfred Klein KG, Gelenkwellen, Parkstr. 27-29, D-7300 Esslingen/Neckar. File 3784.

GERMANY—Electrical and electronic control systems and pressure switches stroke gauges. Juergen Luthardt, Mgr., Metz Mannheim GmbH, Friedrich-Engelhorn-Str. 7-9, D-6800 Mannheim. File 3785.

SWITZERLAND—Toothpaste and cosmetic cream dispenser used with various kinds of tubes. Dispenser works with lever and vacuum pump to release precise portions of cream or paste. Roger Kunz, Mng. Dir., Propolan Marketing Ltd., Ottilienstr. 19, CH-8003 Zurich. File 3786.

SWITZERLAND—Frozen food tester. Novelty, patented control device that enables consumers to ascertain that frozen foods have been kept at required temperature and are fit for consumption. R. Favaro, Pres., NIPAR SA, 72 Blvd. St. Georges, 1205 Geneva. File 3787.

Direct Sales

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Iron ores

1011—GERMANY—Iron ores & chromium ores. Founded 1978, employs 4, annual sales volume DM 20 million. Financial ref.: Deutsche Bank AG, 4050 Moenchengladbach. Reply to—Herr Ernst Schnitzler, Virmondstr. 67, 4156 Willich 4, Germany. Cable SIDER WILLICH; tel. 02156/5695; telex 853385.

Broad woven fabric mills, cotton

2211471 — JAPAN — Interlining flannels. Est. annual purchase $20,000. Will sell to wholesalers throughout Japan. Specializes in interlining materials of various kinds. Annual sales $16 million. Ref.: Sanwa Bank, Tanimachi Br., Osaka. Reply to—A. Yasuda, Mgr., Abeichi Shoji Co., Ltd., 52 Chome, Tokkiwa-Machi, Higashi-Ku, Osaka

541. Cable PARISLON OSAKA. Tel. 06-942-0121.

Men's, youths', boys' clothing

2323000, 2329250 — GERMANY — Men's neckties, blue, 5,000; green, 10,000; black, 1,000. Men's outerwear, 5,000 each warm-up suits. Delivery schedule Oct. 31. Language of corres. German. Obtain bid docs. from—Der Polizeipraesident In Berlin, Abteilung Verwaltung, Tempelhofer Damm 1-7, 1000 Berlin 42. Tel. (030) 6991; Telex 183771. Bid deadline March 30.

Logging camps, contractors

2411000—EGYPT—Supply 9,000 cu. meters varied types of timber such as pitch pine, greenheart, azape, elm, orme, oak, teak, white fir, mahogany, European pine, occoume marine, plywood, lignam vita round logs. Tender docs. may be purchased for $U.S. 200 from Procurement Dept., Suez Canal Authority, Ismailia, Egypt. Bid deadline April 17.

Gum, wood chemicals

2865111—HONDURAS—Direct dyes, cuprofenil dyes & polyester dyes, for textile industry. Operates 1 of most important agencies for rep. & distr. of foreign firm's products. Request offers c.i.f. Puerto Cortes against L/C or other terms of payment, incl. catalogs, price lists, terms of delivery, terms of commission basis, catalogs, etc. If successful, may amount to important sums in 1978 & following years. Reply to—Abraham Sikaffi, Mgr., Agencia Abraham Sikaffi, P.O. Box 541, San Pedro Sula, Honduras. Tel. 522904.

2865200, 2843041-71—SRI LANKA—Supply 1,400 kgs. different colored dyes—pigments suitable for textile printing, 2,835 kgs. chemicals various types such as binder, emulsifier & diammonium phosphate, 50 gal. screen lacquer; 5 gal. hardening agent; & 100 m/t thin boiling starch for sizing cotton yarn (fluidity 40). Prices quoted should be on c. & f. basis. Payment will be made against shipping docs. Tenderers in position to offer special credit terms invited to submit alternative quotations. Obtain bid docs. from—P. A. T. Gunasinghe, Dir., Dept. Textile Industry, 64 W. A. D. Ramanayak Mawatha, Colombo 2, Sri Lanka. Bid deadline March 28.

Chemical products

2899572—PAKISTAN—Ink, red, black & blue, for ball-point pens. Annual sales potential $40,000. Requests c. & f. Karachi quotations. Buyer is established manufacturer of ball-point pens. Reply to—Pierzada Zahid Hussain, Production Mgr., Sayyed Engineers Ltd., 19/20—A Small Industrial Estate, Gujranwala, Pakistan. Cable TEMPOPENS. Tel. 2966.

Petroleum refining

2911611-31-51-71—THAILAND — Liquid hydrocarbons for carbon black mfg., suitable carbon black fee stock to be heavy cycle oil from catalytic cracker, or furfural or phenol extracts from lube plants or catalytic fractionators, or ethylene bottoms from naphtha crackers, or tar acid for coal tar distillation plants. Specs.—gravity max. 5 degrees api, max. viscosity usu at 210 degrees f. 80, min. flash coc 200 degrees f., sulphur weight 3.5%, max. water sediment vol. 0.5%, max. pentane insolubles weight 10%, max. ash weight 0.05%, potassium ion 2 ppm., max. sodium ion 20 ppm., min. bmci 110, max. pour point 80. This is newly estab. firm, granted promotional privilege from Board of Investment. Reply to—D. N. Azad, V. Pres., Thai Carbon Black Co., Ltd., Hua Kee Bldg., 3rd Floor, 109 Suapa Road, Bangkok 1. Tel. 2227146.

Abrasive, asbestos, nonmetallic mineral products

2911651—KOREA—Liquefied refinery gases—prophylene liquefied gas of 99% purity or better, est. cost & freight, $195/ton. Monthly requirement, 5,000 metric tons. seeks c. & f. Pusan price quotations & delivery terms. Reply to—H. Y. Kim, Mgr., Kahil Industrial Co., Ltd., CPO Box 7803, Seoul. Cable KAHILHWA SEOUL; tel. 794-6531/3; telex K27297 KAHIL.

Fabricated rubber products

3069500—EGYPT—Supply 500,000 meters of magnetic rubber stripping for sealing refrigerator doors. Tender docs. may be purchased by payment L.E. 10 (U.S. $14.28) per copy from—Delta Industrial Co. "IDEAL," Foreign Purchasing Committee, 18 Emad El Din St., Cairo. Refer to tender no. 10/78. Bid deadline April 12.

3069731—ECUADOR—40,000 rubber nipples/month. Reply to Ricardo Luna, P.O. Box 5659, Guayaquil. Telex TELCOID 3432; tel. 302-660.

Plastic products

3079656, 3498019 — MEXICO — Plastic tubes, 20", nonferrous fabricated pipe & pipe fittings, 20", fiber glass pipes 20", for irrigation agriculture. Enzymes-water seepage control for soil irrigation canals. Enrique Landell, Jr., a farmer, familiar with existing demand for several products. Presently studying cheapest & best possibility of conveying water for irrigation. Prompt response will be appreciated. Quotation should be f.o.b. Nogales, AZ. Information such as terms, service, delivery schedule also appreciated. Financial & trade references report satisfactory experience with above firm. Catalogs or literature in English welcomed. Reply to—Enrique Landell, Jr., Apartado Postal 834, Hermosillo, Sonora, Mexico. Tel. 37790.

Footwear, except rubber

3143100-300-400, 3149410 — GERMANY — Procurement A—men's shoes, dress, black, 2,000 prs.; B—men's athletic shoes, green, 3,000 prs.; C—men's winter boots, with artificial fur lining, 4,000 prs.; D—men's lace shoes, black, 700 prs. Delivery schedule for procurement A) Nov. 15; B) Sept. 15; C) Oct. 15; D) Aug. 15. Language corres. German. Obtain bid docs. from—Der Polizeipraesident In Berlin, Abteilung Verwaltung, Tempelhofer Damm 1-7, 1000 Berlin 42, Tel. (030) 6991; Telex 183771. Bid deadline April 20.

Pottery, related products

3261051 — NETHERLANDS — Bathroom accessories. Estab. 1857, staff 120, auth. & paid in capital fls. 500,000. Bankers—Nederlandse Middenstandsbank NV, Amsterdam. Subject is subsidiary of BV. Nederimpo, 9 Jan Van Gomenkade, Amsterdam, which has auth. & paid in capital of fls. 3,190,000. Parent company BV Nederimpo is subsidiary of Thyssen Stahlunion AG, Duesseldorf, W. Germany. Recommend initial transactions on secured basis. Reply to—C. J. Thiemann, Mgr., Peck & Pebla BV, P.O. Box 17—Haarlemmerweg 319, Amsterdam. Telex 12178; tel. 020-826966.

Steel wool

3291431—KENYA—Steel wool. Send quotations c.i.f. Mombasa. Reply to—J. N. Mconyalo, Anton Petersen & Henius (E.A.) Ltd., P.O. Box 40330, Nairobi. Phone 22725.

Motor vehicles, equipment

3292200 — DOMINICAN REPUBLIC — Brake linings, asbestos, in rolls & cut to size; clutch facings, asbestos, perforated & nonperforated. Organized 1956 with paid-in capital of $15,000, which has since been increased to $50,000. Engaged in importation & distribution of automotive parts & accessories. Has 12 employees & annual sales volume $800,000. Corresp. in Spanish. Ref.—Guaranteed Parts, Seneca Falls, New York. Contact—Juan Tomas Montas, Pres., Almacen De Repuestos, C. Por A., Doctor Pineiro No. 4, Santo Domingo, Dominican Republic. Tel. 533-3086.

Asbestos products

3292711-31—GERMANY—Asbestos yarn; asbestos fibers. Founded 1954, import & export of technical equip. & supplies, 18 employees, good reputation. Reply to—Mr. Eberth, Virtus GmbH, Neuer Wall 8, 2 Hamburg 36. Tel. 34 6002.

3292770—BAHRAIN—Water main asbestos cement pipes to be (British Standard) 486-1973, from 100 mm to 300 mm, class 25 & 20. Firm is mechanical & construction contractor involved in number of govt. trenching & pipe laying contracts. For impending quotation & supply request from govt., firm seeking U.S. suppliers of water main asbestos cement pipes of 100 mm to 300 mm dia. with necessary fittings. Although quantity unknown, expected to be large. Firm is well estab. & reputable. Abdulla A. Bin Hindi, Mgr., A. A. Bin Hindi, P.O. Box 632, Lulu Rd., Manama, Bahrain. Telex 8603 HINDI GJ; tel. 50901.

Water distribution systems

3321841, 3312600 — TUNISIA — Sonede, state co. responsible for drinking water exploitation & distribution, seeking to purchase water distribution systems in 2 lots —1) supply concrete pressure pipes or ductile metal pipes as folows—1,700 meters concrete pressure pipes, 1,250 mm in dia. with their fittings; 1,300 meters pipes, 1,400 mm in dia. with their fittings. 2) supply steel pipes—55 meters pipes, 1,250 mm dia. with their fittings. Project, partially financed by IBRD, consists of replacing 2 existing conduits by 1 conduit to supply drinking water to Tunis. New conduit will divert flow around future water conduit of Sidi Salem Dam, which is to be built on Oued Zerroud New Cairouan in Central Tunisia. Tender docs. & specs. must be purchased for 100 Tunisian dinars (1 TD=$2.42), from Sonede, Service Marches, 23 Rue Nehru, Montfleury, Tunis. Bid deadline April 14.

Primary, smelting, refining of nonferrous metals

3334700 — ALGERIA — Supply 500 m/t crude aluminum sections & accessories. Offer & correspondence French, specs. metric. Obtain bid docs. from—ENIM–Dept. Approvisionnement, DNC/ANP, Route de Dar el Beida, Sidi Mousa. Refer to bid no. DA-78-005. Bid deadline April 15.

3353224—SINGAPORE—Aluminum slats with width of 50 mm for making venetian blinds, to be supplied in coils of either 2,000 or 2,500 ft. Firm is new but owners

are known to local business community. Also partners of laundry co. & another co. trading in industrial supplies. Not possible to ascertain amount of sales of this opportunity but Jeffrey Tay indicates that his co. presently sells 200 coils of the slats per mo. Reply to—Jeffrey T. S. Tay, Dir., Imatuz Pte Ltd., 161 McPherson Rd., Singapore 13. Cable EXIMATOZ, SINGAPORE, tel. 804541.

3357470—SINGAPORE — Supply est. 2,155,000 meters (various dia.) fully-filled polyethylene insulated twin screened telephone cable mfrd. according to Telecoms specs. LPP/EPJ/L4/02/11/10 & BPO specs. CW1128 for cable sizes 2, 5, 10, 20 & 50-prs, CW1236 for cable sizes 100, 200, 300, 400 & 600 prs., AMD M142 & other associated specs., with interstices of cable core completely filled with approved compound screened with aluminum foil & sheathed with black polyethylene compound complying with BPO specs. CW 1179 & M132. Supply 59,500 meters (various dia. & prs.) fully-filled polyethylene insulated twin screened telephone cables mfrd. according to telecoms specs. LPP/EPJ/L4/02/11/11 for sizes 100/0.9mm & 200/0.9mm of unit construction & 50/0.9mm, 30/0.9mm, 10/0.9mm of twin layer type construction with stalpeth sheath overall & BPO specs. CW 1128 for cable sizes 50, 30, & 10 prs., CW 1236 for cable sizes 100 & 200 prs. & M142 & other associated specs.; with interstices of cable core completely filled with approved compound screened with aluminum foil & sheathed with black polyethylene compound complying with BPO specs. CW 1179 & M132. Tender docs. & specs. available upon payment of S$2,000 (approx. US$850) tender deposit to Telecommunication Authority of Singapore, from—Mohamed Ariff, Mgr., Purchasing Dept., Telecommunication Auth. of Singapore, 4th Fl. Plaza Singapura, 68 Orchard Rd., Singapore 9. Refer to tender no. PT/7/7/78(X). Bid deadline April 14.

Screw machine products

3452600—EGYPT—Supply of rivets. Tender docs. may be purchased for L.E. 10, (U.S.$14.28) per copy from—Delta Industrial Co. "IDEAL," Foreign Purchasing Committee, 18 Emad El Din St., Cairo. Refer to tender no. 11/78. Bid deadline April 19.

Construction, mining, materials handling machinery, equipment

3531000—PHILIPPINES—Supply, delivery to site, assembly, servicing & making operational various construction equip. which shall include amphibian crane, bulldozers, loaders, excavators with backhoe, dump trucks, rollers, farm tractors, cranes, concrete mixers, stake trucks, truck trailer fuel tanks, lubricating truck, shop tool sets, generators, air compressors, & wrecker truck. Govt. has received loan from ordinary capital resources of Asian Dev. Bank in various currencies towards cost of Tago River Irrigation Project. Bids will be accepted only from or in behalf of mfrs. known registered brands of construction equip. Called for from member countries which are contributors to ADB's ordinary capital resources for developing countries & who can provide suitable assurances that spare parts & service facilities will be available in Philippines as & when needed. Mfr. or their duly authorized rep. who are interested in this contract obtain copies of contract docs. upon non-refundable payment of US$50 per copy at address below. Bidders will be required to submit, together with their proposals, qualification data which will indicate manufacturer's capacity to provide service support & spare parts inventories in Philippines. Refer to bid no. TRDI-S-I. Obtain bid docs. from—R. P. Enriquez, Committee on Prequalifications, Bids & Awards (Intl.), Natl. Irrigation Admin., Edsa, Diliman, Quezon City, Philippines D-758. Cable NIAPHIL; telex 7420PH. Bid deadline March 28.

3531706, 3531825-37-50-66-84-90, 3531900—NEPAL—Six motor graders 125 hp cap.; 3 bull dozers 180 hp cap. & 3 of 140 hp cap.; 6 loaders 2 to 2.25 cu. yd. cap.; 12 road rollers with steel wheel 8 to 10 ton cap.; 10 dumpers 1 cu. yd. cap.; 15 portable vibrating rollers; 3 roller trailers; 1 crane 10 ton cap.; 3 mobile crushers; 6 light tractor graders, plus 17 percent spare parts, total price for ea. item above equip. Foreign exchange cost being furnished through World Bank loan. Tender docs. available below address upon payment of non-refundable sum of nrs. 500 (U.S. $40.16) & must be obtained prior to submitting offers. All tenders must be accompanied by bank guarantee in favor of & payable to below office of amount equiv. to 2½ percent tendered amount towards earnest money. Tenders must be submitted separately for individual items. Obtain bid docs. from—Dept. Roads, Mechanical Section, Ministry Works & Transport, Babar Mahal, Kathmandu, Nepal. Bid deadline March 27. Refer to tender notice no. 3.

3533100—BURMA—Supply 4 skid mounted oil drilling rigs with capacity for drilling to 3,500 ft., & accessories. Financed from Myanma Oil Corp.'s capital budget. U.S. Embassy Rangoon will forward copies bid invitation & specs to interested U.S. firms on request, citing T-0025. Submit bids to—Procurement Mgr., Myanma Oil Corp., 604 Merchant St., Rangoon. Refer to bid no. 1(T) MYC-MOC/SL(78-79). Bid deadline March 31.

3533415-17, 3321500-700-800, 9915109 — TUNISIA—Supply necessary equip. for installation of 6 water wells of 1,000 m depth each in industrial area of Gabes. Partly financed by Arab Fund for Economic & Social Development. Consists of —supply 5,350 meters pipes in various dia.—360 m of 18 5/8" dia. & 5,000 m of 13 3/8"; pipe fittings; 6 drilling pipes; 600 meters drilling strainers. Tender docs. & specs. available for 50 Tunisian dinars (1 TD = $2.42) from Sonede, 23 Rue Nehru, Montfleury, Tunis. Telex 12262 TN; tel. 294 700. Bid deadline April 14.

3535160—PAKISTAN—Two single drum electric driven haulage with 50-kilowatt flame-proof motor & starter, 3-phase, a.c. 400 v.—5% variations, 50 cycle, having rope speed 7 ft./second, clutch ft. brake, drum dia. 800—1,000 ft. 7/8 in. dia. wire rope. Steel wire rope equipped with speed control switch starting & overwind safety device for hauling at inclination of 60-80. 4 electric haulage, specs. as above, but with non-flame proof motor & starter. Value approx. $90,000. Financed by Asian Dev. Bank loan. Tender docs. available for $2.55 from below address, cable MINEDEVCOR KARACHI; tel. 511081 ext. 225. According to tender notice, foreign participants, if they quote directly, are exempted from payment 2 percent earnest money with tender, but if they send offers through local agents in Pakistan, they will not be eligible for exemptions. Above condition also applicable to clause 10(1) (security deposit) or tender. Tender docs. available from Dept. of Commerce, TOP, Rm. 2321, Wash., D.C. 20203, tel. 202-377-2251. These copies can be used for actual submission of bids. Bidders requested to mention that info. about this opportunity was received through American Consulate General, Karachi. Submit bids to—Gen. Mgr. (Purchase), Pakistan Mineral Dev. Corp. (PMDC), P.I.D.C. House, 1st Fl., Dr. Ziauddin Ahmed Rd., Karachi. Refer to tender no. PMDC/PUR/77/256. Bid deadline April 15.

3536200—CHILE—Two portal cranes 20 tons ea. for lock at Bocatoma Polcura of Central Antuco system. Financed by IDB loan 267/OC-CH. Specs available for 600 Chilean pesos (approx. US$21) from Jorge Jiles C., Gen. Mechanical Projects Sect. Chief, Empresa Nacional De Electricidad S.A., Santa Rosa 76, Piso 15, Of. 1508, Santiago, Chile. Refer to bid no. IDB 267/OC-CH. Bid deadline March 28.

3536210—EGYPT—Design, supply, installation, & take over tests of electric overhead travel cranes for Delta Steel Milling Co. Tender docs. must be purchased by payment of 100 pounds sterling (U.S.$195) per copy prior to submitting offers. Offers must be submitted through one of public sector companies or through registered commercial agent from private sector. All offers must be accompanied by provisional deposit of U.S. $40,000. Write or cable—General Organization for Industrialization, 6, Khalil Agha St., Garden City, Cairo. Refer to adjudication no. 1/78. Bid deadline April 17.

3537100—COLOMBIA—13 fork lift trucks with 15,000 lb. lifting cap., 24 in. load center & rated lift height 212 in. (5.4 m). 4 fork lift trucks capable lifting 3 containers 20 ft. (2 loaded & 1 unloaded) at 48 in. from load center. They should be equipped with spreaders, hydraulic fork & side shift. Specs. available at below address for 5,000 pesos (U.S.$130) not refundable & must be obtained prior to submitting offers. All bidders should incl. guarantee bond equivalent to 10 percent total offer value valid for 120 days as of tender's closing date. Only firms duly registered with Colpuertos will be able to participate. Foreign firms must present proposals only through local agents. Desirable delivery term is 90 days as of tender's closing date. Financial proposals expected from suppliers. Equip. will be acquired through local funding. Obtain specs. from—Div. de Suministros, Empresa Puertos de Colombia. (Colpuertos), Carrera 10 No. 15-22, Bogota, D.E., Colombia. Refer to Lic. Pub. Internacional 003/78. Bid deadline March 27.

Metalworking machinery

3549300—EGYPT—Supply heat exchanger welding machine. Tender docs. must be purchased by payment of L.E. 10 (U.S. $14.28) per copy from—Delta Industrial Co. "IDEAL," Foreign Purchasing Committee, 18 Emad El Din St., Cairo. Refer to tender no. 9/78. Bid deadline April 5.

Special industrial machinery

3551427—PERU—Machine for canning & packing fruits & vegetables & products such as marmalades, jellies, juices, purees, catsups & other preserves. Cap. 1200 to 1500 kilos/hr. Instituto de Investigacion Agro-Industriales is agency under Ministry Agriculture primarily engaged in agricultural research activities & operates, among others, pilot plant for experimental production above. Organization plans purchase new machine & interested in receiving catalogs & price info. Particularly interested in packing small size cans. Submit offers to—Ing. M. J. Fort, Gen. Mgr.,

Instituto De Investigacion Agro-Industriales, Apartado 11294, Lima, 14. Tel. 351630. Bid deadline ASAP.

3552100—SRI LANKA—Supply according to detailed specs: 3 cone winder, 5 oil-fired boilers cap. 500 kgs. steam/hr.; 10 platform type weighing machines to weigh up to 250 kgs.; 2 semi-automatic jiggers suitable for dyeing cotton & blended textiles of max. width 48 in.; 3 electric blowers complete with trolley; 7 welding plants (4 electric arc 240/300 amps. & 3 gas incl. 2 spare cylinders) & 1 bench electric drill for use with 1 in. chuck. Prices quoted should be on c.&f. basis. Payment will be made against shipping docs. Tenderers in position to offer special credit terms invited to submit alternative quotations. Obtain bid docs. from—P.A.T. Gunasinghe, Dir., Dept. Textile Industry, 64 W.A.D. Ramanayake Mawatha, Colombo 2, Sri Lanka. Bid deadline March 28.

3559555—EGYPT—Perforating machinery for glass making. Tender docs. may be purchased by payment of L.E. 20 (U.S. $28.56) per copy from—El Nasr Co. for Mfg. Glass, Foreign Purchasing Committee, 11, Al Sherifain St., Cairo. Refer to tender no. 4/78. Bid deadline March 28.

General industrial machinery

3561100, 3321500-700-800, 3569200, 3612200, 9915106—PHILIPPINES—Supply, delivery to site, assembly, servicing & making operational various pumping equip., motors & controls, transformers, steel pipes, fittings & appurtenances which shall incl. 15 units pumping equip. various capacities, motors & controls, 18 unit transformers. Steel pipes various lengths & appurtenances. For Laguna De Bay development project. Irrigation component to be financed out of ordinary capital resources of Asian Dev. Bank. Mfrs. or their duly authorized reps. shall be permitted to bid on individual item but must be for entire commodities under ea. item. Mfrs. or their authorized reps. interested in further details this contract will be able to obtain copies contract docs. upon non-refundable payment of US$25 (P200) per copy from address below. Bidders will be required to submit, together with their proposals, qualifications' data which will indicate mfr's. capacity to provide service support & spare parts inventories in Philippines. Telex 7420PH; cable NIAPHIL; tel. 97-60-71/78. Obtain bid docs. from—Reynaldo P. Enriquez, Secretary, Committee on Prequal. Bids & Awards, National Irrigation Admin., EDSA, Diliman, Quezon City, Philippines D-758. Refer to bid no. LBDP-S-8. Bid deadline April 18.

3561110-20-40-50-60, 3562400—EGYPT—Tender no. 34/77—6 centrifugal pumps; tender no. 39/77—2360 carbon metalized bearings; tender no. 85/77—2 acid resisting centrifugal pumps. Cable CALLRING ALEXANDRIA; tel. 60903; telex MBD 4068 UN ALEXANDRIA. Obtain specs. from—Foreign Purchases Committee, Misr Beida Dyers Co., P.O. Bag, Alexandria. Refer to bid nos. above. Bid deadline March 29.

3563110—PAKISTAN—6 air compressors, capacity 750 cu. ft./min., working pressure 100 lbs./sq. in., diesel driven & stationary type, with spare parts for 2 yrs. incl. air receiver. Value tender approx. $75,000. Financed by Asian Dev. Bank loan. Tender docs. available for $2.55 from Chief Accountant, Pakistan Mineral Dev., below address, cable address MINEDEVCOR KARACHI; tel. 511081 ext. 225, or Dept. of Commerce, TOP, Rm. 2321, Wash., D.C. 20230, tel. 202-377-2251. Submit bids to—Gen. Mgr. (Purchase), Pakistan Mineral Development Corp., P.I.D.C. House, 1st Fl., Dr. Ziauddin Ahmed Rd., Karachi. Refer to tender no. PMDC/PUR/77/255. Bid deadline April 15.

3569200, 9915502-3—SINGAPORE—Supply & installation screens & grit removal equip. for Ulu Pandan Sewage Treatment Works (n. works, stage I, UPN 1/5). Tender open to Singapore Public Works Dept. registered contractors in mechanical engineering/electrical above S$50,000. Persons or companies not registered with P.W.D. or registered contractors below required financial classification but with necessary experience & financial capacity may also apply. On approval non-registered contractors will be required to furnish tender deposit of S$500 (approx. U.S.$220) before tender docs. will be issued. This deposit will be refunded if bona-fide tender is submitted. Reply to—The Head, Sewerage Dept., Ministry of Environment, 3rd Fl. Princess House, Alexandra Rd., Singapore 3. Refer to tender no. TEN(ENV)07/LF/78/9. Bid deadline March 30.

Electric transmission, distrib. equip.

3613700—COLOMBIA—Design, mfr. & supply relays for public lighting, with photocontrol incorporated to contactors box. Terms & specs. available below address for 300 pesos per copy ($1.00; 39 pesos, approx.) & must be obtained prior to submitting offers. Empresas Publicas De Medellin is public utility branch, municipal govt. Medellin (semi-autonomous organization), Financed by loan from World Bank (IBRD). Obtain terms from—Departamento De Compras, Div. Comercial, Empresas Publicas de Medellin, Calle 30 Entre Carreras 65 Y 70, Medellin, Colombia. Refer to bid no. G-418. Bid deadline April 3.

Household appliances

3634397—GERMANY—Knife sharpeners & household sewing machines. Founded Dec. 1977. Firm's mother company located in Tehran, Iran. Products are for reexport to Iran. No credit rating info. available at this time. Reply to—Reza Tavassoli, Tavassoli, Bellalliancestrasse 56, 2 Hamburg 19. Tel. 040-439 63 92.

3639961-3—GERMANY—Rug shampooer with rotating brushes. Chain store organization selling rugs & household appliances seeks to import above. Must be adjustable to 220 volts, 50 hertz. Quote c.i.f. W. German port, if possible. Reply to—Frau Kurt, Wand Und Boden, Budapester Strasse 7-9, D-1000 Berlin 30, Germany. Tel. (030) 261-12-91.

Electrical mach., equip., supplies

3693034, 3711200—ALGERIA—Supply 30 vehicles equipped with radiology equip. (15 for radiophotography & 15 for radioscopy). Tender docs. must be obtained from below address prior to submitting offers. Offer must be in French, ex factory, f.o.b., c.i.f., incl. after-sales service, parts, tech. asst.. & remain valid 120 days past bid deadline. Variations on specs. acceptable. All corresp. in French; all specs. metric. Obtain bid docs. from—Direction Generale, Onimet, 9, Rue Du Chenoua, Hydra, Algiers. Refer to bid no. 01/DG/1978. Bid deadline March 31.

Motor vehicles, equipment

3711100-200—SYRIA—Supply 10 ambulance vehicles, all-wheel drive, gasoline-powered, 4-stroke engine. Gear box forward, 1 reverse, furnished with 1 bed & 1 seat. Suitable for operation in desert & on muddy roads. Bid final bonds 1 percent tender price, 5 percent contract price. Delivery soonest c. & f. Latakia. Delay penalty 2 Syrian pounds per thousand daily. Offer valid for 60 days after deadline. Mode of payment not defined. Book of specs. obtainable at 15 Syrian pounds (U.S.$1 = S.P.3.90) from Syrian Petroleum Co., Mutanabi St., Damascus. Refer to bid no. 21/78. Bid deadline April 6.

3711100-200, 3523000, 3531000, 3715120—INDONESIA—P. T. Perkebunan XI (state-owned limited liability co.), invites written bids from mfrs./suppliers in member countries of World Bank & Switzerland, either directly or through their Indonesian reps., for supplying personnel vehicles, trucks, road bldg. equip., latex/tank trailer & agricultural implements which will be financed under IBRD loan no. 1499-IND. Bids for 1 or more items will be considered. Tender docs. obtainable for rupiah 50,000 (approx. $120.48) from P. T. Perkebunan XI, Jalan Pecenongan 40, Jakarta Pusat, Indonesia, or Mr. Koesnosoehardjo Bba, Liaison Off., P. T. Perkebunan XI, Main Stadium Gate, Senayan, Jakarta Pusat, Indonesia. Refer to bid no. 04/IBRD/PTP.XI/1978. Bid deadline April 10.

3711200, 3531612, 3545121, 3546238, 3563100, 3751213—NEPAL—45 tipping trucks 5 tons cap. & 6 water distributors; 6 portable hot mix plants; 18 pickups; 2 trucks 16 to 20 ton cap.; 2 low loaders; 7 tractors 65 hp cap.; 65 motorcycles 125 cc cap.; 9 generators 3 kva cap.; 19 portable engine drills; 24 pneumatic drills; 6 compressors, plus 17% spare parts, total price for ea. item above equip. Foreign exchange cost being furnished through World Bank loan. Tender docs. available below address upon payment of non-refundable sum of nrs. 500.00 (U.S. $40.16) & must be obtained prior to submitting offers. All tenders must be accompanied by bank guarantee in favor of & payable to below office of amount equiv. to 2½ percent tendered amount towards earnest money. Obtain bid docs. from—Dept. Roads, Mechanical Section, Ministry Works & Transport, Babar Mahal, Kathmandu, Nepal. Bid deadline March 27. Refer to tender notice no. 3.

Railroad equipment

3743115—PAKISTAN—Two flameproof diesel mining locomotives, 4 cylinder, 4 stroke, water cooled, flame proof, diesel engine developing 30 hp at 2,200 rpm. Engine should be equipped with exhaust conditioner & quencher & will be of flameproof type suitable for use in gassy coal mines, weight in working 4 tons plus minus percent; gauge of track 610 mm, max. width 860 mm, height above rail top 1,400 mm, wheel arrangement 0-4-0, essentially required spare parts for 2 yrs. Value approx. $100,000. Financed by Asian Dev. Bank loan. According to tender notice, foreign participants, if they quote directly, are exempted from payment 2 percent earnest money with tender; but if they send offers through local agents in Pakistan, they will not be eligible for exemption. Copies bid docs. available from Dept. Commerce, TOP, Rm. 2321, Wash., D.C. 20230, tel. 202-377-2251. These copies can be used for actual submission bids. Bidders should mention that info about this opportunity was received through American Consulate General, Karachi. Refer to tender enquiry no. PMDC/PUR/77/263. Submit bids to—Gen. Mgr. (Purchase), Pakistan Mineral

Dev. Corp., P.I.D.C. House, 1st Fl., Dr. Ziauddin Ahmed Rd., Karachi, Pakistan. Bid deadline April 29.

3743144 — BANGLADESH — 12 broad gauge (5 ft. 6 in.) diesel electric locomotives for main line; 18 meter gauge (3 ft. 3-⅜ in.) diesel electric locomotives for main line. Financed by Saudi Fund for Development. Prescribed tender form & other docs. giving detailed specs., terms & conditions available for TK 2010 (about $134; not refundable) from—Secretary, Bangladesh Railway Board, Railway Bldg., Chittagong, Bangladesh. Refer to bid no. M&S-1/76/BG-DE/LOCOS. Bid deadline May 2.

Engineering, laboratory, scientific, research instruments

3811000, 2731000, 3541800, 3559100, 3572020, 3574000, 3711000, 3825000—PHILIPPINES—Educational Dev. Projects Implementing Task Force (EDPITAF) presently implementing engineering education project (intended to upgrade engineering education in Phils.). Project funded jointly by loan proceeds from Asian Dev. Bank in amount U.S.$16 million of which certain amount allocated for procurement assorted educational equip. & materials in 4 basic disciplines of civil, electrical, mechanical & chemical engineering intended for 20 engineering schools. Equip. & material requirements grouped into 6 bidding packages: bid package I—science & chemical engineering equip. incl. glasswares & plastics, physics, unit operations, physical principles, industrial chemical process, chemistry & allied, chart & models, audio visual, & off. equip.; bid package II—electrical & electronics equip. & instrumentation; bid package III—mechanical equip. incl. metalworking, forging & welding, refrigeration & airconditioning, woodworking, engines & boilers, mechanical instrumentation, hand tools & industrial lab. equip.; bid package IV—surveying & drafting soil mechanics & material testing lab. & hydraulics & environmental lab. equip.; bid package V—library books & refs.; bid package VI—vehicles. Equip. & material mfrs. & suppliers from Phil. & member countries of Asian Dev. Bank invited prequalify to allow them to participate in subsequent biddings. Prequal. forms & info. regarding bidding schedules available at address below. Prequal. forms must be duly accomplished & submitted to EDPITAF complete with all supporting docs. soonest. Tel. 86-39-71 to 73. Obtain prequal. forms from—Dr. Agustin N. Ramos, Jr., EDPITAF—Physical Facilities Div., Land Bank of Phils. Bldg., 319 Buendia Ave. Ext., Makati, Manila.

3811200-371—SYRIA—Equip. for 16 laboratories & workshops for Institute of Petroleum & Mineral Vocations, 2 yr. Training Institute of Ministry of Petroleum. Labs incl. physics, organic & inorganic chemistry, petroleum processing & testing, materials, hydraulics, electrical, paleontology, etc. Offers should incl. training. Bid & final bond 2 percent tender price & 5 percent contract price. Obtain conditions from—Institute of Petroleum & Mineral Vocations, P.O. Box 308, Homs, Syria. Bid deadline April 15.

3825200, 2381215, 3825200, 3842300—SYRIA—Supply 21,500 pcs, diverse electrical protection devices, incl. tension indictors, magnetic tests, insulated gloves & boots, etc. Bid & final bonds 100,00 Syrian pounds & 10 percent contract value. Delay penalty 1 Syrian pound per thousand daily. Delivery period 4 mo. max., & considered factor of preference. Offer valid for 3 months after deadline. Mode of payment—to be stated by tenderer. Preference given to offers admitting payment facilities or barter. List of quantities & specs. obtainable from—Public Establishment of Electricity, Ministry of Electricity, Al-Jamhouriah St., Damascus, Syria. Refer to bid no. 713. Bid deadline March 28.

Optical systems

3832105 — BELGIUM — Optical systems. Reply to—Joseph From, Mgr., Karim S.P.R.L., 31 Rue Du Champ De Mars, 1050 Brussels. Tel. 02/5139574.

Construction

9910101—GERMANY — Negotiations by Imperial Chemical Industries (ICI) of London with State of Lower Saxony Govt. concerning purchase of land for construction of petro-chemical plant at Wilhelmshaven nearing completion. ICI expects start construction late summer 1978. 1st phase construction calls for total investment of DM 600 million & consists construction of production facilities for chloric gas, vinyl chloride, & polyvinylchloride. Plant expected to become operational 1980/1981 & will eventually employ 600. ICI has appointed following general contractors who are not issuing invitations for bids but from whom interested U.S. firms may obtain specs. for submitting bids: Lurgi Mineraloeltechnik; Bockenheimer Landstrasse 33, D-6000 Frankfurt/M., Germany—for power supply installations; Fluor Ltd.. Peel House, Peel St., Eccles, Lancashire M 30 Ona, England—for chloric gas & vinyl chloride production plants; Badger Ltd., Furriff Bldg., Great West Rd., Brentford, Middlesex TW 8 JA, England—for polyvinyl chloride production plant. Inquiries about other facets of construction of plant should be directed to Dr. Klaus Guddas, Deutsche ICI GmbH, Kontaktbuero Wilhelmshaven, Rathausplatz 10, D-2940 Wilhelmshaven, Germany.

9911208-9—VENEZUELA — Construction Caracas Sports Stadium (Estadio Monumental De Caracas). Will have 60,000 seats, open-roofed, will be Caracas' principal baseball/soccer stadium with playing fields adaptable for tennis, boxing, & theatrical productions. Main floor will also serve as convention area. Stadium will have natural grass (soccer regulations) & movable stands. Facility's total area 30 hectares, incl. parking area for 7,000 cars. Stadium located at Pinto Salinas near Mariperez cable car station, between Avenida Andres Bello & Avenida Boyaca "Cota Mil." Soil & geological studies in progress. Manuel Fuentes M., Arquitectos & Asociados, local architecture firm assisted by Curtis & Davis, & Architects & Planners Inc., New Orleans, doing preliminary design, & expected to be completed in Sept. 1978. Call for bids to construct project scheduled for Aug. 1978, & selection contractor to be made Dec. 1978-Jan. 1979. Est. date for completion project mid-1982 (before 1983 Panamerican Games). Est. project cost/foreign content US$$72,093,000. Highly specialized technology required (prefabricated elements to be used), & relatively short time lead for construction, indicate that project will require experienced internatl. prime contractor, working closely with local construction firms. Manuel Fuentes M., Arquitectos Asociados, Centro Comercial Bello Monte, P.H. 2, Avenida Principal Colinas De Bello Mento, Caracas 105, tel. 76-06-80 & 76-04-97, expressed interest in receiving proposals from those U.S. A&E firms which were responsible for Kansas City, St. Louis, River Front-Cincinnati stadiums; U.S. firms with experience in radio-tv/satellite broadcasting facilities (live internatl. broadcasts of events originating in stadium are contemplated); stadium lighting, electronic scoreboards, etc.; stadium security systems. Ing. Luis Perez Olivares, Dir. Edifica, C.A., below address, has expressed interest in forming consortium with experienced U.S. construction firms to participate in bidding. Contact (for consortium)—Edifica, C.A., Apartado 61345, Edificio Edifica, Av. Libertador Con Av., Surocaima, El Rosal, Caracas. Cable EDIFICA; telex 23441; tel. 324851.

9913107—MALAYSIA—Penang Port Commission invites tenders from suitable reputable experienced shipbuilders or their reps. for design & construction 2 units single screw g.r.p. passenger launches to Lloyd's requirements having following dimensions; length overall—40 ft. breadth moulded 12 ft., draft after 3½ ft., speed 15 knots, propulsion—single screw. Tender docs. must be obtained from below address on payment of M$200 prior to submitting offers. Tender guarantee of M$5,000 will be required & have to be submitted with tender. (U.S. $1 approx. M$2.35). Obtain bid docs. from—Secretary, Penang Port Commission, P.O. Box 143, Penang, Malaysia. Bid deadline April 17.

9915106, 9915204—LIBYA—Intl. tender for execution of irrigated perimeters & grazing sectors in Solul El Khudr area. Tender is divisible. Financed by Libyan Govt. through Libyan commercial bank. Prior to submitting offers, tender docs. & specs must be obtained from council upon payment of LD 3,000 ($10,250). Offers must be accompanied by initial guarantee 2 percent of total value of bid & docs. showing—nature & value previously executed works in this field; description & brochures equip. & materials to be used in execution of work; complete listing of bldg. & transportation machinery to be used with tech. data showing quality & capacity; certification of qualifications, experience & personal biography of staff employed by firm. Although there is scheduled time for execution of work, shorter time would be greatly desirable. Firms must be represented by Libyan public corp. who will act as their agent. Obtain bid docs. from—Council for Land Reclamation & Settlement, Ibrshim Hafez Bldg., Orar El-Mukhtar St., P.O. Box 190, Tripoli. Refer to bid no. 1/78. Bid deadline April 15.

9915503 — YUGOSLAVIA — Construction sewage treatment plant & outfall into sea. Financed in part by IBRD. Tender docs. must be obtained for 9,000 dinars per set from Mithad Strinic, Dir., Vodovod Dubrovnik, Vladimira Nazora 21, 50000 Dubrovnik, Yugoslavia. Refer to bid no. 325/78/MS. Bid deadline April 3.

9916400—INDONESIA—Improvement & paving of network selected provincial & district roads in Central E. Java. Network consists of 8 selected road sec., with total length 180.8 km & replacement 24 bridges with total length 778 m. Project divided into 4 contracts (A, B, C & D) as detailed in prequal. docs. Nationals of member countries of Asian Dev. Bank who have proven experience & capability in this field may apply for prequal. Further details of eligibility conditions attached to prequal. docs. Intl. & Indonesian contractors encouraged form joint-venture & make max. use local suppliers in interest developing

in-country constructing capability. Contractor to prequal. must have identifiable senior project field supervision personnel, with at least 10 yrs. experience in modern road & bridge construction or, failing this, must be in joint operation, or joint venture, or have management contract with contractor who can name & supply such personnel. They should submit copy of their association agreement, which should include also statement of their sharing of capital, together with prequal. docs. Project intended for tender comprises highway construction, either on existing and/or new alignments, consisting of earthwork, drainage structure, bridges, pavement & ancillary work. Prequal. docs. may be obtained from Directorate Construction, Min. Public Works & Electric Power, Jalan Pattimura, No. 20, P.O. Box 181 Kby., Kebayoran Baru, Jakarta Selatan, Indonesia. Refer to bid no. 01/BM-BANG/1978. Prequal. deadline April 15.

9917303, 9922204-6—SINGAPORE — Design, mfr., supply, installation, testing & commissioning on turnkey basis 2 ground instrument landing systems to serve both approaches of runway I of Changi Intl. Airport. Unless specific arrangement made to contrary, contractor should, at his own expense, provide all constructional plant, labor, transportation, haulage, serv. & power necessary to execute & complete works. Should conform to all laws, regulations & ordinances Singapore. Contractor should complete installation equip. works & commission by Sept. 1, 1980. Runway 4,000 meters long & 60 meters wide. Supply c.i.f. to site spare parts for 2 yrs. operation, serv. handbooks & complete set special test equip. & tools for maintenance & operation installed system. Survey, selection & preparation of site including all earthworks, diversion or protection of any existing serv., site gradings, turfing, construction manholes & pipe-line, etc. Design & construction proper equip. bldgs. complete with electric lighting, air-conditioning, ventilation facility, fire alarm & prevention facilities, drainage facilities, lighting protection facilities, obstruction lighting, etc. Equip. bldgs. to provide adequate space for equip. racks, text equip. & work benches for carrying out maintenance work, also be separate rm. in ea. bldg. for batteries, rectifiers, & inverters. In-factory training 2 technicians nominated by govt. on maintenance complete systems. Tender docs. available, upon payment of S$2,000 (approx. US$850) deposit to Telecommunication Authority of Singapore, from—D. Ting; Head, Purchasing, Radio & Transmission Dept., Telecommunication Auth. of Singapore, 4th Fl. Plaza Singapura, 68 Orchard Rd., Singapore 9. Refer to tender no. PT/1/78(Y). Bid deadline April 14.

9917303—EGYPT—Construction Al Mahsana electric pumping station at Ismailia. Tender docs. must be purchased from Storage Dept. at below address by payment of L.E. 50 (US$71.40) per copy. Ministry Irrigation & Land Reclamation, Mechanical & Electrical Dept., Dokky, Giza, Egypt. Bid deadline April 8.

9917303, 9922106, 9910400, 9915105—JORDAN—The Arab Potash Co. (APC), plans build solar evaporation & potash refinery facility to produce 1.2 million tons/yr potash fertilizer. Facilities will be located between Mazra & Safi, southern end of Dead Sea about 200 kms north of Port Aqaba. Road has recently been completed between Aqaba & Safi. APC has applied for financing to Intl. Bank Reconstruction & Dev.; Agency for Intl. Dev.; Kuwait Fund, Arab Fund, Saudi Fund, Arab Investment Co., Abu Dhabi Fund & Islamic Bank. Contractor selection & terms & conditions contract will be in accordance with guidelines of lending agencies. Civil engineering contractors interested in tendering for solar evaporation system consisting of construction dikes & associated pumping stations invited to apply for prequal. info. Contract comprising solar evaporation system incl. construction 58 kms dikes on soft ground, brine canal 10 kms long, supply & erection pipelines & pumping equip. & associated electrical distribution & ancillary works. Those firms of contractors successfully prequalified to submit tenders will be so informed towards end June 1978, & tender docs. will be ready for issue in August 1978. Preliminary info on scope of works, instructions & type data required from firms wishing to apply for prequal. to tender available on request from below address, with copies request to—Arab Potash Co. Ltd., P.O. Box 1470, Amman, Jordan, telex 1683 POTASH JO, & Jacobs Intl. Inc., 251 S. Lake Ave., Pasadena, Calif. 91101, telex 675458 Jacobs Psd. Obtain docs. from—Sir Alexander Gibb & Partners, 427 London Rd., Earley, Reading RG6 1BBL, U. K. Telex 848061 GIBB RG. Prequalif. deadline April 15.

9918102—NIGERIA—Natl. Electric Power Authority (NEPA) will invite tenders in July from those prequalified for construction Shiroro Hydroelectric Project completion work. Contract is another stage of ongoing project. NEPA will receive tender in Oct. 1978, & award contract in Feb. 1979. Work under contract incl. installation NEPA-furnished equip. & supplying all materials and equip. not furnished under previous contracts. Shiroro project incl. concrete faced rock fill dam, height 115 meters from river bed, & generating cap. 600 mw. Prequalification will be limited to those firms which have had electrical & mechanical construction experience on major hydroelectric projects both in country of home office & in others. Also firms should have had construction experience on 330 kv or higher voltage switchyards. Required prequal. forms must be obtained from below address, or Charles T. Main Intl., Inc., 134-136 Broad St., P.M.B. 12733, Lagos, Nigeria, Attn. E. Ringle, Project Coordinator, prior to submitting offers. One copy prequalification request letter must be sent to Dir. Engineering projects Dept., National Electric Power Authority, 24-25 Marina, P.M.B. 12030, Lagos. Obtain prequal. forms from—Charles T. Main Intl. Inc., N. P. Triano, Project Mgr., Southeast Tower, Prudential Center, Boston, Mass. 20199. Prequal. deadline April 15.

9918104 — ECUADOR — Thermal steam generating plant, 120 mw & 150 km, 130 kv transmission line to connect this plant into interconnected system. Proposals must be turnkey. Bids must incl. offers of financing to cover, at min., 80 percent of bid price, incl. price escalation. Bid docs. must be obtained at below address for non-reimbursable 5,000 sucres or US$200 prior to submitting offers. Bids must be in Spanish. Obtain bid docs. from—Secretaria General, Instituto Ecuatoriano De Electrification, Av. 6 De Diciembre No. 2427 Y Orellana, Quito. Bid deadline April 17.

9918201, 3613000—BRAZIL — Companhia Hidroelectrica Do Sao Francisco (CHESF) issues bidding invitation to selected mfrs. to elaborate project, mfr., test & supply following equip. for Sao Francisco hydroelectric installations project. Lot 1—20 circuit breakers 230kv-40ka, 16 circuit breakers 230 kv-50 ka. Lot 2—51 circuit breakers 69 kv-19ka. Also 60 dividers of potential capacity 230 kv. CHESF will use funds from bid loan 235 OC-BR. CHESF might make inspection at mfrs. plants in order to evaluate their capacity to supply equip. & services object of this bidding invitation. Instruction needed to prepare pre-qualification docs. & proposals available to interested firms at price of CR. 4,000 & must be obtained from address below prior to submitting offers. Prequalification docs., general bid, bid price shall be forwarded in quadruplicate, in separate & sealed envelopes. Bid bond shall have no copy & must also be delivered in sealed envelopes. Obtain docs. from—Companhia Hidro Elec. Do Sao Francisco, Dept. De Compra E Contracoes-DCC Div., De Aquisicoes Especialia-Geape, Rua Dr. Elphego Jorge De Souza, A/N Bongi, Recife, Pernambuco, Brazil. Refer to DS-GEAPE-029/77-IV. Bid deadline July 3.

9918204—BAHRAIN—Ministry of Works, Power & Water indicated in report of current & future projects published recently that specs. for new 350-megawatt power station is under final preparations. Report also indicated that due to several power stations on island, need has arisen for central control station which will be tendered mid-1978. French Sofrelec Co. is Bahrain Govt. consultant for electricity expansion program which started 3 years ago. German firm Kraftwerk Union currently working on construction 200 mw power station. Interested companies contact either Minister Majid Al-Jishi or his asst., Under Secretary Ajmil Al-Alawi, Ministry Works, Power & Water, P.O. Box 2, Manama, Bahrain. Tel. 8827.

9921104—ALGERIA—Control & supervision for construction, planning & programming, cost & financial management of 2nd Arzew Lubeoil Refinery. Cap. of plant 120,000 m/t/yr. of lubricants & 8,300 m/t/yr. of kerosene. Tender docs. in French & further info. can be obtained from Monsieur Lahcene Benabid, Sonatrach, Div. Engineering et Developpement, Chef de Projet Lubrifiants Arzew 2, 10, Rue Du Sahara, Hydra, Algiers; telex 52794 & 52809; tel. 60-52-89 & 60-75-22. Offer must be in 4 copies in French, & remain valid 90 days past bid deadline. All corres. must be in French; all specs. metric. Submit offer by Registered mail to —Monsieur Otmane Khouani, V.P., Engineering et Developpement, Sonatrach, 10, Rue Du Sahara, Hydra, Algiers. Telex 52794 & 52809. Bid deadline March 30.

9922201, 9917299—ALGERIA—Study, engineering, supply equip., construction & starting-up of 1 ammonia bottling center at Arzew (W. Algeria), 4,000 m/t/yr. cap.—2,000 tons/yr. in bottles & 2,000 tons/yr. in tank trucks. Tender docs. in French cost 200 DA ($49.79) & must be obtained from address below prior to submitting offers. Offer to remain valid 120 days past bid deadline. Offer & all corres. must be in French, all specs. metric. Obtain bid docs. from—Div. Commercialisation, Direction Du Marche Interieur (DRI), Base Alcip Sonatrach, Route Des Dunes Cheraga, Algiers. Telex 52808, 52892 & 52893. Refer to bid no. 04-77. Bid deadline March 31.

9923202—TANZANIA—Tender for consultancy services to NAFCO at Dakawa

Rice Project (237 km. from Dar Es Salaam). Selected firm of consulting engineers will provide following services: consultancy services for preparation of final design of irrigation system; preparation tender docs. for irrigation works & for other work connected with irrigation system; supervision all construction, installation & land irrigation works through completion; checking design of & preparing tenders for rice mill; supervising construction & installation of mill. Project financed by African Dev. Fund. NAFCO's public company engaged in food production. Cable NAFCO DAR ES SALAAM: tel. 2-247/25961/25962/25963. Write to—A. S. Kaduri, Gen. Mgr., NAFCO, P.O. Box 903, Dar Es Salaam. No bid deadline stated.

Special product groups

9950014 — GERMANY — Do-it-yourself items. Prospect is small mfr./distrib. of electro-motors, employs 18, & lists annual sales at DM 1.2 million. Quotation f.o.b. Favorably known to Consulate General. Reply to—Herr Hoeschele, B.U.K. Hoeschele, Elektromaschinenbau, Bodelschwinghstrasse 43, D-74430 Frichkenhausen-Linsenhofen, Germany. Phone 7025/3877.

9950014—BELGIUM—Do-it-yourself products. This is a medium-sized importer & mfr. of items for do-it-yourself market, more specifically for home constructing & decorating. Claims turnover of 70 million BF. F. Van Hoof, Plastivac N.V., Industriepark 6, 3100 Heist Op Den Berg, Belgium. Tel. 015/24 42 91; telex 251 91.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Broad woven fabric mills, cotton

2211751, 2391017—SWEDEN — Printed cotton fabrics; curtain fabrics made of satin. Estab. 1961, share capital skr 5,000 ($1 equals skr 4.70) & turnover 1976 skr 645,000. Employs 4. Represents 1 U.S. & several European fabric mfrs. According to local bank sources, co. well estab. & financially sound, & described as suitable trade contact. Moser is planning business trip to New York, San Francisco, & Los Angeles in June. Reply to—Rolf Moser, Textil AB, Fritz Moser, Kingsgatan 37, S-111 56 Stockholm. Cable MODENYTT; telex 10522; tel. 08/11 32 72.

Wood products

2499582—NETHERLANDS—Wood novelties & specialties. Estab. 1952, staff 23, auth. capital fls 500,000, paid in fls 50,000, annual sales fls 5,000,000. Bankers: Lentjes & Frossaerts, S-Hertogenbosch. Represents U.K. companies: Portmeirion & Moire Dartington, Gallery 5 & Elgon Court. Recommend transactions on secured basis. J. Ch. Ter Maat, Mgr., Ter Maat BV, 2 Ruiterskampweg, S-Hertogenbosch, Netherlands. Cable TERMAATIMPORT; tel. 073-137007.

Building paper, building board mills

2661222, 3429498 — SWITZERLAND — Roofing felts, accessories, roofing hardware & installation materials such as fasteners. Est. annual potential $200,000. Market territory Switzerland. Engages in roofing & distribution of roofing materials & caulks. Total labor force 6, with 3 salesmen. Business recommended. Bank ref.: Swiss Credit Bank, St. Alban-Graben 1-3, CH-4002 Basel, Switz. Reply to—Wolfgang Gallin, Owner, W. G. Ueberdachungen, Thannerstrasse 70, CH-4054 Basel, Switzerland. Tel. 061/39 48 04.

Soaps, detergents, cosmetics

2844137—CHILE—Aerosol shaving cream. Interested in importing for distrib. throughout country & also interested in obtaining excl. rep. Mohor willing travel to U.S. immediately if any interesting proposal arrives. Firm is a 2-person partnership estab. 1975. Has 2 sales outlets in commercial sectors of Santiago. Imports for stock & for third parties Swank & Prince & Princess Gardner wallets, purses, billfolds, & custom jewelry. Retails & wholesales these articles & has 4 traveling salesmen. Two partners reported to be aggressive & well connected in commercial & industrial circles. WTDR 11/77. Reply to—Roberto Mohor, Mgr., Latino Americana Ltda. Imp. Exp., Huerfanos 1117, Of. 805, Santiago, Chile. Tel. 88748; telex. SGO-260.

Flat glass

3211120 — ECUADOR — Sheet window glass. Reply to—Jorge Cevallos, Importadora Exportadora JCB, Correo Central, Portoviejo, Ecuador. Tel. 650-279.

3211120—IRAN—Flat glass. Estab. 1976 as Iranian office of large trading co., to import glass, iron, steel, cement, timber, bldg. materials, rice & fertilizer. Firm's head office is in London (General Produce & Fisher Ltd.), & there are 22 other branches throughout world. Reply to—Saeed Najafi, Mng. Dir., Intl. Metal Handel Sanstal, 103 Kakh Ave., 2nd Floor, P.O. Box 2131, Tehran, Iran. Cable ZOLJENAH; tel. 645808.

Pottery, related products

3261051 — NETHERLANDS — China & earthenware bathroom accessories. Estab. 1975, staff 2, auth. capital fls. 100,000, paid in 50,000, annual sales fls. 1,500,000. Bankers—Amro-Bank NV, Apeldoorn. Representations incl. Georg Rost & Sohne Armaturenfabrik, P.O. Box 1260, 4952 Porta Westfalica, W. Germany; Schubert & Sal, P.O. Box 260, 8070 Ingolstadt, W. Germany; Werit Kunststoffwerke, P.O. Box 1460, 5230 Alten-Kitchen WW, W. Germany. Recommend initial transactions on secured basis. Reply to—L. J. H. Resing, Mgr., LL Import, P.O. Box 351, Asselsestraa 103, Apeldoorn, Netherlands. Cable COMBI; telex 49284; tel. 055/216937.

3264012-16-21-31—GERMANY—Porcelain low voltage insulators; switch insulators; standard & special dry process electrical porcelain. Terms of payment & delivery to be negotiated. Estab. 1932. Employs 900. Average sales DM 40 million per annum. Important mfr. & importer of electronic components & equip. Enjoys excellent reputation & considered suitable business partner. Reply to—Peter Rupprecht, Eberle Werke KG, Oedenberger Strasse 55-65, 8500 Nuernberg 133, Germany. Tel. 0911/56931.

Steel mill products

3312185-86-87-89, 3313111-211-311-400 — GERMANY—Ferroalloys made in blast furnaces; ferromanganese; ferrochrome; ferrosilicon; other ferroalloys produced in electric furnaces. Firm founded 1976, employs 4, annual sales volume DM 20 million. Financial ref. Deutsche Bank AG, 4050 Moenchengladbach. Herr Ernst Schnitzler, Virmondstr. 67, 4156 Willich 4, Germany. Cable SIDER WILLICH; telex 853385; tel. 02156/5695.

3312200—GERMANY—Steel & stainless steel—bars, sheet metal (52.3 standard). Orders will vary between 200-500 tons & 20-30 tons for standard sheet metal. Has interest in other qualities—c & ck 45; c & ck 60, for which certificate 50049/31B German standard would be required. Has cutting & shearing machines to process products in accordance with customers' requirements. Has storage facilities for 20,000 tons. Import volume will depend upon offers received. Buyer, large dealer in steel products, interested in adding U.S. goods. Quote f.o.b. prices. Terms of payment upon agreement. Language of corres. German. Employs 100. Lists annual sales DM 3540 million. Very favorably known to Consulate General. Dir. purchase for resale: sales rep./distrib. for Baden-Wuerttemberg, Bavaria, & Ruhr areas. Reply to—Udo Hekel. Siegfried Jebens KG, Diamlerstrasse 35-37, D-7015 Korntal-Muenchingen 3, Germany. Telex 722263; tel. 711/80621.

3312256—INDIA—Stainless steel sheets & circles for mfg. household utensils. Supplies required on regular basis. Reply to—C. Shanthilal Rathod, Gen. Mgr., Raj Chemicals. 13 Pudupet St., Alandur, Madras 600 016, India. Cable SHANRATHOD.

3316851 — GERMANY — Stainless steel/hexagonal bars. 306 meters in length. Quote c.i.f. Bremen or Antwerp for lots of 5 to 10 tons. Estab. 1887; employs 180; annual turnover DM 15 million. Financial ref.: Deutsche Bank AG, in Bonn-Bad Godesberg. Reply to—Herr Franz Blanke, Blanke Armaturen KG, Koenigswinterer Str. 80, 5300 Bonn-Bad Godesberg, Germany. Tel. 2221-342044; telex 0885473.

Nonferrous metals

3356386 — BELGIUM — Special materials for electronics production. Reply to—M. Grahame, Mgr., B.M.S., Pesthofstraat 7, 2000 Antwerpen, Belgium. Tel. 031/35 89 44; telex 34660.

3356971—HONDURAS—Zinc & zinc alloy corrugated sheets for buildings. Firm wants offers ASAP c.i.f. Puerto Cortes and/or La Ceiba, against L/C or other terms of payment, incl. catalogs, price lists, terms of delivery, & if possible exclus. distributorship. Enjoys excellent reputation. Reply to—Tony Merren, Mgr., Casa Merren, Ave. La Republica, La Ceiba, Atlantida, Honduras. Cable MERREN; tel. 42-0635.

3356971—HONDURAS—Zinc alloy corrugated sheets for buildings (anti-rust). Operates 3 hardware stores, 2 in San Pedro Sula, & 1 in Puerto Cortes. Requests offers c.i.f. Puerto Cortes, against L/C or other terms of payment, incl. price lists, specs., etc. Enjoys good reputation in local banking & commercial circles. Reply to—Fouad I. Faraj Musleh, Pres., Ferreteria Faraj, S.A. De C.V., P.O. Box 221, San Pedro Sula, Honduras. Cable FEFASA; Tel. 520026.

3356971—HONDURAS — Corrugated zinc alloy sheets for buildings. Operates large general merchandise store in center of San Pedro Sula. Requests offers c.i.f. Puerto Cortes and/or San Pedro Sula, against L/C or other terms of payment, incl. catalogs, price lists, terms of delivery, etc. Reply to—Napoleon Larach,

Mgr., Comercial Larach, 3A. Ave. S.O., San Pedro Sula, Honduras. Cable NAPOL; tel. 520009.

Cutlery, hand tools, gen'l hardware

3423231, 3429498—GERMANY — Cutting tools for floor covering materials. Fastening systems & components for floor coverings. Estab. 1973, firm is subsidiary of Roberts Consolidated Industries, Inc., of City of Industry, Calif. Specializes in selling floor covering accessories & adhesives mfrd. by its parent co., but also interested in complementary products to round out own line. Reply to—Hans-Peter Faust, Prokurist, Roberts GmbH, Finkenweg 13, 6231 Sulzbach, Germany. Tel. 06196-7810; telex 415697.

3429812—WEST INDIES—Coffin handles. Buyer wants to get in touch with mfrs./suppliers of above with view to securing agency agreement for island of Grenada & possibly Caribbean as a whole. Acts as importer, distrib., mfrs.' rep., commission agent & wholesale merchant handling foodstuffs, confectionery, firearms & ammunition, cosmetics & stationery. WTDR 1/76, lists Royal Bank of Canada, St. George's, Grenada, as financial ref. & a financial source. Report stated "A private company incorporated 9/75 to act as mfrs. wholesale & retail merchants. Mng. Dir. Winston A. Masanto, has had experience in this type of business as employee of various other estab. commercial business houses. Has issued capital of $10,000 & account is operated satisfactorily. Our experience has been very limited but we consider them good for their normal business engagements." Cable, call or write—Winston A. Masanto, Mng. Dir., Winston A. Masanto & Co., Ltd., Cr. Granby & Melville St., P.O. Box 110, St. George's, Grenada, W.I. Cable TORCH, GRENADA; tel. 3185.

Heating apparatus, plumbing fixtures

3433311 - 313 - 711 - 712 - 713 - 714 - 715 - 716—AUSTRALIA—Cast iron boilers—oil & gas; floor & wall furnaces—gas fired; oil burners & gas burners—domestic; oil fired furnaces—wall & floor. Medium size mfr. & distrib. of heating & allied equip. Employs 30. Sales of A$1.5 million. Imports from U.S., U.K., Italy & Sweden. Reply to—Ernest Ugazio, Mng. Dir., South Heating Industries Co. Pty. Ltd., 129 Herald St., Cheltenham, Vic. 3192. Cable SOUTHERNHEAT. Tel. 03/954-022.

Metal stampings

3462100—ECUADOR — Marine chains. Send literature & quote c.&f. Guayaquil. WTDR available. Reply to—Antonio Pino Vernaza, Antonio Pino-Ycaza & Cia., P.O. Box 1116, Guayaquil. Cable APICAZ; tel. 3-67071.

Engines, turbines

3511141—GERMANY—Hydraulic turbine generator set units, complete. Major W. Berlin East-West trader seeks above in substantial quantities for distribution in W. Berlin & resale to E. Europe. Electrical specs. must meet European standards of 220 volts & 50 hertz. Quote c.i.f. German port, if possible. Reply to—Herrn Siegfried Thiem, Firma S. Thiem Steuerungstechnik, Bundesallee 36-37, D-1000 Berlin 31. Tel. (030) 868-43-18.

Farm machinery

3523100—GERMANY—Agricultural machinery used by public utility companies & community services, e.g., small tractors & special earth moving machinery. Major West Berlin East-West trader seeks import of above in substantial quantities for distribution in W. Berlin & resale to Eastern Europe. Quote c.i.f. German port, if possible. Reply to—Herrn Dr. Winfried Blawert, Firma Webla Spezialmaschinenvertrieb, Roennestrasse 16-18, D-1000 Berlin 19. Tel. (030) 306-09-43.

Metalworking machinery

3546133—UNITED KINGDOM—Straight & angle disc sanders, orbital sanders & handheld belt machines. Subsidiary of Carborundum Co. of Niagara Falls, N.Y. U.K. co. responsible for sale of coated abrasives & machines for U.K., Scandinavia, Africa & Middle East. Company now wishing to extend operations into fields of powered hand tools for automobile finishing & refinishing trades. Powered hand tools would be electronically/pneumatically driven of the types listed. Co. only interested in hearing from established U.S. mfrs. Reply to—P. E. Goldsby, The Carborundum Co. Ltd., P.O. Box 60, Accrington BB5 5JN, U.K. Tel. 0254-31331.

Special industrial machinery

3559555-89—GERMANY—Machinery for mfg. lighting equip. (glass bulbs & tubes). W. Berlin distributor seeks imports of items in substantial quantities for wholesale trade in W. Berlin & for resale in E. Europe. Electrical specs. must meet European standards of 220 volts & 50 hertz. Metric measurements desired. Quote c.i.f. German port, if possible. Reply to—Herrn K. L. Lilja, Firma Light-Techni Special, Neuw Strasse 9A, D-1000 Berlin 37. Tel. (030) 801-82-81.

3559589—PAKISTAN — Leather tanning machinery & parts; annual sales potential approx. $200,000. Requests c. & f. Karachi quotations. Wishes to act as agent for above. Although estab. in 1955, up till now has been mfg./exporter woolen carpets & only recently has entered commission import business. Reply to — Shahid M. Bhutta, Tech. Dir., Sharia Enterprise Ltd., 18 Jail Road, Lahore, Pakistan. Cable SHARIA; tel. 410407.

3559589, 3679060-71—GERMANY — Machinery & materials used for special mfg. screen printing for electronic components. Circuit boards, electronic components used in micro-electronics. German subsidiary of French mfg. co. producing micro-electronic products, as well as materials & machinery. Wants to add U.S. products. Represents several companies. Employs 7 & expects annual sales volume of DM 3-4 million. Wants to be quoted f.o.b. prices. Terms of payment upon agreement. Favorably known to Consulate General. Dir. sale/resale/rep./distrib. for Germany and /or France, Italy, Austria, Switzerland. Reply to—Wolfgang Buehler, Ing. Grad., Comatel GmbH, Wuerbenthalerstr. 2, D-7032 Sindelfingen 1, Germany. Cable COMATEL; telex 7265687; tel. 7031/874175.

3559589—BOLIVIA — Equipment to mfr. vehicle brake linings. Raw material required (asbestos) is plentiful in Bolivia. Reply to—Promotora Comercial Demvarg Ltda., Casilla 3109, Santa Cruz, Bolivia. Cable DEMVARG.

3559589, 3599498—NORWAY—Pipe cleaning equip. for rehabilitation & disinfection of potable water pipes. Also for cleaning of on and offshore pipelines. Block trade is building up sales & service operation servicing Norwegian offshore oil industry, waterworks & cities. Closely affiliated with Block Watne Group. Mfrs. of prefabricated housing & oil rig platform crew quarters, has 760 employees & annual sales in area of $100 million. Co. ref.: Den Norse Creditbank Stavanger. Write or phone—Ivar

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3559589—GERMANY—Stone working machinery, cutting, cleaning, polishing. Stamping foil for tombstone inscriptions. Terms of payment & delivery to be negotiated. Estab. 1958, mfrs. stone engraving machines, stone saws, sand blast apparatus & letter cutting devices. Employs 25. Satisfactory sales. Sound financial position. Suitable business partner. Reply to—Herr Scheibenbogen, Scheibenbogen GmbH & Co. KG, Ottostrasse 28, 8300 Landshut, Germany. Tel. 0871/72057.

Service industry machines

3585000, 3494000, 3564000, 3612000, 3825000 —BELGIUM — Electric actuated valves; solenoid valves; air-conditioners under 33,000 BTU/hr.; electrical measuring instruments, switchboard types; analog measuring equip., for electric & electrical circuits; electronic multimeters; switchboard instruments; motors less than 5 mhp & over 5 mhp; turboblowers; small housed blowers; axial fans directly connected to driver; distribution transformers 100 kva & below; compartmentalized pad-mounted low-power transformers; flue-connected circulators. Small family-owned co. estab. 1946. Has 2 activities: distrib. of electro-industrial apparatus; mfr. of electric & electronic switchboards. Sales territory: Belgium. Employs 56 & annual turnover about 150 million BF. Distrib. in W. Flanders for Alan Bradley & Red Jacquet equip. Reply ASAP to—Guido Vandecappelle, Son of Owner, Vandecappelle N.V., Rumbekesteenweg 279, B-8800 Roeselare. Tel. 051/20.30.83.

Household appliances

3662622 — SWITZERLAND — Ultrasonic cleaners. Active & successful enterprise, highly specialized in import & distrib. of residential & industrial cleaning equip. Good professional & financial reputation. Bank ref.—Swiss Union Bank, Swiss Bank Corp., both in Wil, Switzerland. Reply to—M. Scherrer, Mgr., Scherrer AG, Gallusstrasse 41, 9500 Wil, Switzerland. Tel. 073/22 34 76.

Electronic components, accessories

3679070-90—SWITZERLAND—Low frequency crystals & microwave oscillators, all kinds. Reputable, active distrib. of electronic components, instruments & acces., newly-estab. Employs 4. Experienced in selling to OEM's, R & D organizations, laboratories in Switzerland. Claims servicing capability. Represents Macq Electronique, Brussels, Belgium; Schiller Electronic, Ettingen, W. Germany; negotiating repr. of Minco Products, Minneapolis, Minn. Bank ref.—Bank Leu, 8134 Adliswil-Zurich. Business recommended. Usual credit guarantees. Reply to—T. Voemel, Pres., Alpha-Beta Electronics, P.O. Box 88, Renggergasse 3, 8060 Zurich, Switz. Tel. 01/43 70 70; telex 58225.

3679095—GERMANY—Quartz crystals for insulators, & for optical industry. Seeks U.S. suppliers for above. Has recently transferred its location from Erlangen to Luedge (near Ruhr valley) & seeks distrib. of similar U.S. products. Warehouse facilities available. Estab. 1966; employs 2; annual sales DM 4.7 million. Bank ref.—Volksbank, 3283 Luedge/Westf. Reply to—Herr Blome, Berex, AM Markt 4. 3283 Luedge/Westf., Germany. Tel. 05281/77966; telex 931652.

Measuring & controlling devices

3823076 — FRANCE — Infrared pyrometers. Firm estab. in 1966. Mfr.-distrib. of process control instruments. Employs 45 & 12 salesmen. Bank reference: Credit Commercial De France. Firm would consider licensing arrangements. Reply to—Mr. Corbier, Mgr., Eurotherm Automation, Parc D' Affaires, 69570 Dardilly, France. Telex 380038; phone 35.11.88.

Toys, amusement, sporting goods

3944221-36—BELGIUM—Toy trains, mechanical & electrical; vehicular racing sets. Medium-sized importer & wholesaler of electrical toys, selling to retailers in Belgium, Netherlands & Luxembourg. Founded 3 years ago, claims turnover of 10 million BF annually. Reply to—R. Daelemans, Mgr., Dacker, P.V.B.A., Van De Nestlei 32, 2000 Antwerp, Belgium. Tel. 031/397099.

3949571—FRANCE—Snow skis. Small co., specializes in importing winter sports equipment. Staff of 7. Marketing network throughout France. Represents 2 European mfrs. Financial ref.: Credit Lyonnais in Aix Les Bains. Reply to—Mr. Fontaine, Mgr., Societe Fontaine Sports—Z. I., Drumettaz, B.P. 170, 73103 Aix Les Bains, France. Tel. 61.60.98.

Visiting Buyers & Officials

SPAIN—Firm plans to modernize equipment of two **limestone quarries** and to purchase equipment for installation of new production line of light-weight aggregate **precast concrete.** For additional information contact Jane Puse, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-3265.

INDIA—Manufacturers' rep/commission agent wishes to purchase **leather garment-making machinery**; also interested in contacting **apparel and hosiery machinery** manufacturers. Firm deals in handicrafts, leather goods and machinery items. Its associate firm manufactures readymade garments with total sales turnover $125,000. For firm's expansion program, plans to produce 1,000 pieces of leather garments such as apparel, gloves, cardigans, pullovers, industrial suits, etc. per day on single-shift basis. The representative will visit U.S. for five weeks—February/March. For additional information contact Jane Puse, 202-377-3265.

INDIA—Firm wishes to contact manufacturers of: **1) marine geophysics equipment for offshore exploration for minerals other than petroleum; 2) airborne gamma ray spectrometric surveying equipment; 3) systematic airborne magnetic surveying equipment.** Interested firms may contact Narendra Patel, Director, Aeicorp Private Ltd., 10 Lall Bazar St., Calcutta. Telex: 021-7883 SPARES CA; cable: EAGERNESS; tel: 23-5120/23-0879.

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I AM PLEASED TO TRANSMIT THE FOLLOWING LETTER FROM THE PRESIDENT TO YOU:

DEAR MR. AMBASSADOR:

I AM WRITING TO EMPHASIZE THAT THE SUPPORT THAT YOU AND YOUR EMBASSY PROVIDE TO THE U.S. BUSINESS COMMUNITY IN INCREASING EXPORTS IS ONE OF YOUR MOST IMPORTANT MISSIONS. A RECENT MEETING WITH PROMINENT BUSINESS LEADERS CONCERNED WITH OUR EXPORT PERFORMANCE CONVINCED ME THAT ASSISTANCE TO AMERICAN BUSINESS ENGAGED IN LEGITIMATE TRADE AND INVESTMENT ACTIVITIES IS A VITAL ELEMENT OF OUR FOREIGN ECONOMIC POLICY. AS SUCH, IT DESERVES YOUR CONTINUING PERSONAL ATTENTION.

TRADE EXPANSION IS PARTICULARLY IMPORTANT AT THE PRESENT TIME. SALES ABROAD ARE NEEDED TO REDUCE UNEMPLOYMENT AND RESTRAIN PROTECTIONISM AT HOME, AND TO IMPROVE THE NATION'S BALANCE OF PAYMENTS. I ASK THAT YOU, AS MY REPRESENTATIVE, ENSURE THAT A HIGH PRIORITY IS PLACED ON THE TRADE EXPANSION AND OTHER COMMERCIAL PROGRAMS IN OPERATION AT YOUR EMBASSY.

WE ARE PERFORMING WELL IN THIS FIELD, BUT I BELIEVE THAT, WITH YOUR HELP, WE CAN DO EVEN BETTER.

SINCERELY,

JIMMY CARTER

This recent letter by President Carter to all American ambassadors describes exporting as a vital element of U.S. foreign economic policy, and thus has direct importance for the subscribers to *Commerce America*. It is particularly timely as the magazine turns this month to a sharpened focus on export expansion.

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